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U.S. Studying Ways to Pressure Nicaragua
Washington Is Said to Weigh Moves Short of Direct Military Intervention

By Philip Taubman
WASHINGTON — The Reagan administration, concerned about what it says is an increased flow of Soviet bloc weapons to Nicaragua, is considering intensifying diplomatic and military pressure on Managua, according to senior administration officials.
They said the moves being discussed included the recall of the U.S. ambassador to Nicaragua, the navy's interdiction at sea of arms shipments to Nicaragua, an increase in the frequency and size of U.S. military maneuvers in Central America and, if Congress agrees, a resumption of aid to Nicaraguan rebels.

France, Libya Say Pullout From Chad Is Complete

By Michael Dobbs
WASHINGTON Post Service
PARIS — France and Libya have announced the completion of a phased withdrawal of their troops from Chad after a 15-month stand-off in the desert.
The withdrawal paves the way for a modest improvement in relations between Paris and Tripoli, which have been strained severely as a result of the confrontation in Chad. French officials have hinted at the possibility of a summit meeting between Colonel Moammar Qadhafi, the Libyan leader, and President François Mitterrand of France.



The U.S. secretary of state, George P. Shultz, in his office.

Soviet Seeks Details Of U.S. Arms Proposal

By Bernard Gwertzman
New York Times Service
WASHINGTON — The Soviet Union has sought clarification of President Ronald Reagan's proposal for wide-ranging "umbrella" talks on arms control, according to the State Department.
The Soviet inquiries have produced some hope that Secretary of State George P. Shultz and the Soviet foreign minister, Andrei A. Gromyko, might hold more detailed discussions on nuclear issues early next year.
Administration officials said Friday, however, that the Soviet Union had so far limited itself to asking questions without making any commitment to resuming the suspended talks on medium-range missiles or strategic arms.
In public, the Soviet Union has criticized the U.S. proposals, arguing that Washington is trying to avoid making substantive concessions by coming up with procedural suggestions like the "umbrella talks" and the creation of a special arms-control "czar" who would deal directly with the president.



Dominic Gavin, a disabled Vietnam veteran, looks at the new bronze statue called "Three Fightingmen" at the Vietnam Veterans Memorial on the Mall in Washington.

A Monument With a Life of Its Own
Vietnam War Lives On at U.S. Veterans Memorial

By Arthur S. Brisbane
WASHINGTON Post Service
WASHINGTON — In a city of monuments, the Vietnam Veterans Memorial is yet another monument, a point of interest for the passing parade of tour buses, school field trips and guidebook-toting families.
But there is something very different about this stop. Around the memorial, a community has formed to interact with the 58,022 names of the dead etched in granite. This monument has taken on a life of its own.
Some come in the night to relive a battle. Some come to grieve for a comrade in arms, a fiancé, a son, a daughter. Some come because the war orphaned their emotions and the wall has become home. Some come to serve the lost soldiers.
Last weekend marked the second anniversary of the memorial's dedication. A ceremony Sunday, Veterans Day, attracted Vietnam veterans from around the country for the dedication of "Three Fightingmen," a heroic-sized bronze statue depicting a black, Caucasian and Hispanic in combat gear.
During a 24-hour period observed there last week, it was clear that the Vietnam War did not end for Americans with the Paris peace treaty. For those who want to talk geopolitics, as well as those who fought "Charlie" in the jungle, Vietnam lives on.
By 9 A.M. on a cool November morning, Edward Azevedo had already begun handing out the bright green brochures that explain the monument to visitors. A long-haired, bearded man of 34, he wore a "Screaming Eagles" T-shirt that announced his affiliation with the 101st Airborne Division.
For Mr. Azevedo, the wall is an anchor. He said he enlisted in the army when he was 17, a California high school dropout, and fought during the Tet offensive in early 1968.
He was wounded several times and since his discharge, he said, he has spent about three years in the psychiatric wards of Veterans Administration hospitals.
Mr. Azevedo first came to Washington when the memorial was dedicated, but the experience sent him into an emotional tailspin and he was hospitalized again. After his recovery, he yielded to the compulsion to see the memorial again.
He became a volunteer, socializing with other veterans, spending his days at the wall and living on his veteran's disability pay.
"As many friends as I've lost in the war, I've gained as many at the memorial," he said.
As the morning passed, the visitors followed a recurring pattern, seeking names in directories, rubbing names on the wall, taking photographs and finding them on the wall, taking photographs and finding them on the wall.
Past Maleski saw for the first time the name of Stephen C. Harrell, the soldier she had planned to marry. Judy Purvis, a pacifist from Cleveland who did not know anyone killed in the war, came to concentrate on the cost of war.
Walking to the vertex of the memorial, where the (Continued on Page 2, Col. 5)

Lebanese Say Talks Called Off
Israeli Arrest Of Shiites Stops Pullout Effort

By John Kifner
New York Times Service
BEIRUT — The Lebanese government, under strong pressure from Islamic fundamentalists, has suspended negotiations with Israel on a withdrawal of Israeli troops from southern Lebanon.
The talks, which had been expected to go on for months, opened Thursday in Naqurah, Lebanon, under United Nations auspices.
Lebanon announced Saturday that the reason for the suspension was the Israeli arrest of 13 Shiite Muslim officials of the Amal militia, which has been in the forefront of armed resistance to the Israeli occupation of southern Lebanon. The government said the talks could not be resumed until all the officials were freed.
[In Jerusalem, a senior official said Sunday that Israel will not release the Shiite militia leaders to meet the Lebanese demand. The Associated Press reported. The official, who spoke on condition he not be identified, said after a meeting of Prime Minister Shimon Peres' cabinet that the suspension of talks could be a negotiating tactic by the Lebanese.]
[In Jerusalem, a senior official said Sunday that Israel will not release the Shiite militia leaders to meet the Lebanese demand. The Associated Press reported. The official, who spoke on condition he not be identified, said after a meeting of Prime Minister Shimon Peres' cabinet that the suspension of talks could be a negotiating tactic by the Lebanese.]
Despite the Lebanese statements linking the suspension to the arrests, some officials in Beirut suggested that the real problem appeared to be a behind-the-scenes struggle between Nabih Berri, the leader of Amal, and fundamentalist Shiite clergy.
The suspension of negotiations was announced separately by Mr. Berri and Prime Minister Rashid Karami.
Mr. Karami, after a 90-minute meeting with President Amin Gemayel, said there would be "no more meetings with Israel" until the arrested Shiite militants were released.
Mr. Berri took an even stronger position, calling for a general strike in southern Lebanon on Monday.
"Let it be a southern uprising," said Mr. Berri, who is minister for the south in the Lebanese cabinet. "Black roads, burn tires and carry out a general strike."
The issue raised by Mr. Berri and Mr. Karami on Saturday concerned the arrest of an Amal leader in the south, Mahmoud Fakih, and a dozen associates in Sidon on Thursday night. The Israeli reportedly released eight of the detainees but kept Mr. Fakih and his closest associates in custody.
Israeli troops reportedly raided a (Continued on Page 2, Col. 1)

Savimbi Demands Role in Angolan Peace Negotiations

By Alan Cowell
New York Times Service
JAMBA, Angola — Jonas Savimbi, leader of a guerrilla movement based in southern Angola, is demanding that he be included in the newest phase of U.S.-sponsored peace talks in this region of intertwined conflicts.
If he continues to be excluded, he said at a press conference at his bush encampment Friday, he will seek to intensify his country's nine-year civil war next month by sending 7,000 newly trained soldiers to attack Luanda, the Angolan capital, 800 miles (1,300 kilometers) north of here.
"If we do not participate" in the negotiations, he said, "it becomes complicated."
"I do not want to rock the boat," he continued. "I want to be part of it."



A captured Soviet tank moves through the Angolan rebel camp at Jamba in the south of the country.

INSIDE

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■ Brazil will try to postpone repayment of \$4.5 billion in foreign credits when it meets with creditors this week. Page 15.
Personal Investing
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Poll Finds Signs of Shift In Republicans' Favor

By Adam Clymer
New York Times Service
NEW YORK — President Ronald Reagan's lonely landslide is a personal victory with little precise policy mandate or clear ideological underpinning, but it offers the Republican Party several reasons for long-range hope, a New York Times/CBS News poll of voters shows.
For Republicans, every presidential victory raises the hope of a political realignment that would again make their party the nation's dominant party after half a century in which it has been unable to take lasting control of offices besides the White House.
The survey of 8,671 voters leaving polling places suggested that Election Day this year provided more encouragement for Republicans than the mixed record of congressional and gubernatorial elections might suggest.
On its face, the two-seat loss in the Senate and the gain of 14 seats, or perhaps one more, in the House of Representatives is most reminiscent of President Richard M. Nixon's landslide in 1972, when he defeated the Democrat, George S. McGovern, while his party lost two Senate seats and gained but a dozen in the House.
That landslide, probably because of the Watergate scandals, provided little long-range progress for the party.
But this time the Republicans showed depth. They copied easily with the first increase in voter turnout since 1960, carrying first-time voters for Mr. Reagan and for House candidates. Almost as many voters called themselves Republicans as Democrats this time; the Democratic edge of 43 percent to 29 percent in 1980 shrank to 38 to 35 percent in 1984.
Perhaps most important for the Republican Party, the youngest voters were solidly for Mr. Reagan, and more call themselves Republicans than Democrats. Four years ago, this group was Jimmy Carter's most favorable age group.
The Times/CBS News Poll found that three-fifths of Mr. Reagan's voters agreed with him on issues that mattered to them, from Soviet commentators explain the Reagan victory. Page 4.
Watching Ronald Reagan's advisers will provide clues on U.S. economic policy. Page 15.
arms control to abortion. But a fifth had important disagreements and another fifth had no strong feelings on issues one way or the other. Those findings limited the degree to which any clear legislative mandate could be discerned.
The proportion of the voters calling themselves conservative rose to 35 percent in 1984 from 30 percent in 1980, and Mr. Reagan's share of their votes reached 81 percent, compared with 72 percent in 1980.
But the significance of those increases was tempered by the fact that even fewer voters directly identified Mr. Reagan's conservatism as a reason for voting for him.
Mr. Reagan's personal style and handling of the economy, which 83 percent of his voters thought was better, were the dominant traits.
Measuring the depth of Mr. Reagan's second-term mandate is especially difficult, because his campaign managers chose to have him avoid specific campaign promises.
However, on the issue of whether taxes would have to be raised to reduce the federal deficit, where Mr. Reagan has taken the firm position that they do not, his support (Continued on Page 2, Col. 3)

Bonn Is Said to Urge Asylum-Seekers to Give Up

HAMBURG — After weeks of fruitless negotiations with the Communist authorities, West Germany is urging East German asylum-seekers who sought refuge in four of its embassies in East European countries to go home, it was reported Sunday.

A government spokesman in Bonn said that he was unable to confirm or deny the unattributed reports by Welt am Sonntag and Bild Zeitung. Both newspapers are published in Hamburg.

The government announced Friday that up to 180 East German

refugees were being sheltered by West German embassies in Prague, Warsaw, Budapest and Bucharest.

East Germany has insisted that they return home and apply for exit visas through normal channels, promising not to punish them.

The biggest and longest standoff involves more than 140 asylum-seekers camped out in the West German Embassy in Prague, Czechoslovakia, since early October.

Official Bonn sources earlier confirmed that disheartened refugees were leaving the Prague mission in small groups, but no exact

count was available on how many had left.

Unconfirmed reports by West German news organizations said that between 15 and 65 people had abandoned the Prague embassy by Sunday and Bild said that 50 probably would leave Monday.

There was no indication whether refugees were doing the same in Budapest, Bucharest or Warsaw. West German embassies in those capitals are believed to be harboring around a dozen refugees each.

Welt am Sonntag said the refugees were being advised to follow

their government's advice and return home to apply for legal emigration.

Both Welt am Sonntag and Bild said the West German government appeared optimistic that the refugees would eventually secure exit visas if they went home first.

Welt am Sonntag said Bonn had determined that the Communist authorities were granting a growing number of visas to citizens deemed "unreliable."

Bonn closed its Prague embassy indefinitely on Oct. 4, saying it was filled to capacity.

Beirut Halts Negotiations On Troops

(Continued from Page 1)

Shiite neighborhood in the mainly Sunni Moslem port city and detained the men. The raid followed an ambush Wednesday near the municipal building in Sidon in which an Israeli soldier was killed and four were wounded.

Mr. Berri has become closely identified with the Lebanese government's attempts to end the two-year occupation of southern Lebanon, which has imposed severe hardships and been met by increasing armed resistance by the largely Shiite population.

There have been daily guerrilla attacks on the Israeli troops and the Lebanese militias they have sponsored. The increasing casualties have been an important factor in Israel's desire to withdraw its troops.

Lebanon's efforts to negotiate an end to the occupation have been sharply opposed by fundamentalist clerics, who say the government should not be dealing with Israel in the matter.

The most prominent Shiite cleric, Sheikh Mohammed Mahdi Shamseddin, called in a sermon Friday for rejection of the talks because they were "a new trick from Israel."

The challenge from the Islamic clerics is widely regarded here as a major threat to the somewhat Westernized, middle-class leadership of Mr. Berri and his associates over the Lebanese Shiites, who are rapidly becoming a major force in the country.

Sheikh Mohammed Hussein Fadlallah, an increasingly prominent fundamentalist who is viewed



Nabih Berri

by many as the inspiration behind Hezbollah, an amorphous fundamentalist organization influenced by the Islamic revolution in Iran, was among several Moslem clerics who staged a demonstration against the talks earlier last week.

Mr. Fadlallah and his followers were joined Friday by a Sunni fundamentalist leader from Tripoli, Prince Saeed Shabaan, who declared that the negotiations were "treason."

The challenge by the influential cleric to Mr. Berri's participation appeared to raise questions about the Lebanese government's ability to continue with the negotiations.

There has been speculation that if the Lebanese government is unable to come up with a coherent plan, Israel may withdraw unilaterally from southern Lebanon. Lebanese officials fear that this could lead to clashes between the largely Shiite population and those who cooperated with the Israelis, mainly Lebanese Christians.

Meanwhile, most of the crossing points between East and West Beirut were reopened Saturday after two days of fighting, with only sporadic sniper fire reported in the city.

Exit Poll Finds Signs of Shift In Republican Party's Favor

(Continued from Page 1)

ers agreed with him by 74 percent to 20 percent.

None of the Times/CBS News Poll's findings suggested that many Reagan voters were solidly against him on an issue that mattered to them. While 21 percent appeared to disagree on an issue that weighed heavily with them, two-thirds of that group also agreed on another issue that mattered.

But there were some pockets of disagreement. About half his voters identified arms control, the risk of war or military strength as key to their voting decisions, and about a quarter said the United States ought to negotiate a nuclear freeze first rather than strengthening its defenses first.

Nine percent of Mr. Reagan's voters identified abortion as a key issue, and two-thirds of them wanted to prohibit abortions. Among all his voters, however, only 29 percent took that absolute position, while 32 percent said they wanted abortion banned except in "extreme circumstances" and 35 percent favored the existing legal situation.

Two percent of Mr. Reagan's voters and 6 percent of Walter Mondale's said "policy toward Central America" was a major voting issue. They appeared to agree solidly with their candidate on that question.

Those who disagreed on issues but voted for Mr. Reagan appeared satisfied with his handling of the economy and felt that he provided strong leadership (cited by 41 percent of his voters) and experience (identified by 35 percent).

The holding of traditional values ranked well down among the young as a reason to support Mr. Reagan. They saw leadership, experience

and the economy as reasons for giving Mr. Reagan an edge of 60 to 39 percent. This year those 18 to 24 years old preferred Republican House candidates by a margin of 48 to 41 percent. Of those in that age group, 40 percent called themselves Republicans while 34 percent said they were Democrats.

The partisan gap between men and women was considerably smaller in this presidential race than in 1980. Among all men, Mr. Reagan led, 61 to 37 percent; among women his margin was 57 to 42 percent. In 1980, Mr. Reagan led Mr. Carter by 55 to 36 percent among men and by 47 to 45 percent among women.

Soviet Questions U.S. on Arms Talks

(Continued from Page 1)

where, during the next 20 years or so, these individual efforts can lead."

He said this would aid the different talks so that if one particular negotiation was stalemated, the "umbrella" framework could direct progress toward another area.

The idea came from the Arms Control and Disarmament Agency, officials said, as a way of resuming the suspended nuclear arms talks while holding out an opportunity to open talks on banning the militarization of outer space, something sought by Moscow.

It would also provide a forum for talks on other deadlocked issues such as the negotiations on banning chemical weapons, the negotiations on East-West conventional forces in Europe and on confidence-building measures in Europe.

On Friday, John Hughes, the State Department spokesman, said that when Mr. Gromyko held talks with Mr. Shultz and Mr. Reagan in September in New York and Washington, the Russian asked about the "umbrella talks concept."

There was "probing" and "clarification" when Mr. Shultz conferred on Oct. 26 with Ambassador Anatoli F. Dobrynin and on Oct. 31 when Ambassador Arthur A. Hartman met with Mr. Gromyko in Moscow, Mr. Hughes said.

He said the idea emerged from the discussion held with the Russians last summer when they proposed talks in Vienna in mid-September on banning space weapons. The United States agreed, but said the talks should not be limited to defensive weapons, like anti-satellite devices, but should include resumption of the suspended talks on nuclear arms. The Russians rejected combining the suspended talks with the space weapons, and the Vienna meeting was dropped.

A year ago, the Soviet Union suspended the talks on medium-range missiles after the North Atlantic Treaty Organization began deployment of new U.S. missiles. Moscow also did not agree to re-



REMEMBRANCE DAY — Queen Elizabeth II laid a wreath Sunday at the Cenotaph, a London memorial to war dead. She was commemorating the signing of the armistice on Nov. 11, 1918, which ended World War I.

sume the strategic arms talks after the talks recessed last Christmas.

The Russians said the United States had to remove "obstacles" before the talks could be resumed. It said this meant a halt to the deployment of the new missiles and dismantling those already in place. More recently, however, the Soviet Union has not been so specific, leading to some speculation that it was looking for some way of resuming the talks.

Mr. Shultz said the umbrella talks "seemed like a way of creating a setting in which you could talk about a lot of important arms-control issues in a forum and sort of sort them out and look at the relationships of one to the other."

But the administration has not

said what actual proposals it would put on the table if negotiations resumed. Soviet diplomats have been trying to find out, for instance, if the United States would agree to a freeze on testing of anti-satellite weapons. Until now, at least, the administration has said it would not agree to a halt before the start of talks but would be willing to discuss such a move in negotiations.

Pravda Calls for U.S. Move

The Soviet Communist Party daily Pravda said Sunday that the Kremlin was waiting for Mr. Reagan to fulfill a "solemn promise" made in his campaign to work for arms reduction. The Associated Press reported from Moscow.

Monument With Special Role

(Continued from Page 1)

names of the first advisers killed in 1959 meet the names of the last killed when Cambodian forces seized the U.S. merchant ship Mayaguez in 1975. Miss Purvis closed her eyes and her face flushed with emotion.

"Without something like this to help you understand the pain of going through a war, you're not as good a pacifist," she said later.

Mr. Azevedo, on the other hand, like a number of other veterans reminded about how the war could have been won.

"After the Tet offensive," he said, "I thought it would be ended by September. It was just such a major victory for us."

As dusk fell, scores of small lamps at the base of the memorial flickered on.

It is not unusual for shadowy figures to appear on the periphery of the memorial. Pegi Donovan, a Park Service volunteer, said she often saw them in the evening.

"There are regulars who come down at night," she said. "I have seen guys sitting up here by the seats and not be able to get any farther."

Up on the hill several hundred yards away, candles were glimmering in the darkness. A silent group protesting American involvement in El Salvador and Nicaragua started moving toward the memorial, into an area that is off limits to protesters.

John Coalson, a battle-dressed veteran from Alabama, ran from his tent and shouted, "You can't do that down here!"

The candlelight group retreated. "No, not here," said Mr. Coalson when they had gone. "These people died fighting against Communism and for freedom. Those people have no right. It's the same thing that went on with Vietnam, saying we don't belong in El Salvador. But this is on our border now, it's getting closer every day."

Long after the other visitors had left, a man sat in the grass facing the wall, motionless, with a kerosene lantern at his side. The night air was cold. The lights of the presidential monuments long since had been turned off. The man with the lamp just stared at the wall.

Suddenly, he shouted a curse and then sobbed.

WORLD BRIEFS

Diplomats Speculate on Soviet Death

MOSCOW (Reuters) — Diplomatic speculation that a senior Soviet leader may have died, prompted by the weekend dress of television announcers, abated Sunday when a top Kremlin official went ahead with a trip to Southeast Asia.

First signs of a death in the Soviet leadership are normally derived from the dress of newscasters and solemn music on state radio, given the habitual refusal of the authorities to comment ahead of an official announcement.

Sunday's mid-morning television news broadcast was read by a woman announcer dressed in bright colors and an afternoon broadcast was read by another newscaster wearing somber tones. But a candidate member of the Politburo, Vladimir I. Dolgikh, left on an extended trip to Southeast Asia. His departure was seen as an indication that no sudden announcement was expected.

Speculation by diplomats had centered on Defense Minister Dmitri F. Ustinov, 76, who missed the Nov. 7 Red Square parade to mark the anniversary of the 1917 Russian Revolution. He has not been seen in public for six weeks.

Woman Sought in Brighton Bombing

LONDON (AP) — Scotland Yard said Saturday that it was seeking a 28-year-old Irish woman in connection with the Irish Republican Army's bombing of the Grand Hotel in Brighton last month. Prime Minister Margaret Thatcher and members of her cabinet narrowly escaped death in the attack.

A Scotland Yard spokesman, Martin Habgood, said that the woman, Evelyn Glenholme, "is wanted by anti-terrorist branch officers" for questioning. He said a warrant for her arrest, issued in London, had been handed to Irish authorities.

The Sunday Times of London, quoting unidentified British government sources, said Miss Glenholme was a former Belfast resident who had been traced to a public housing complex in Dundalk, in the Irish republic near the border with Northern Ireland. The newspaper said she was "one of the IRA's top bombers" and may have been behind other attacks on the British mainland.

Aide Says Miners to Get Libyan Funds

LONDON (AP) — A fundraiser for the National Union of Mineworkers said in an interview that was to be broadcast Sunday that Britain's striking miners would receive aid from Libya, but the union issued a denial.

The fundraiser, Jack Dunn, asked whether money was coming from Libya, said: "Yes, but we don't know how or how much." Mr. Dunn, in the interview scheduled to be broadcast by Independent Television Network, said, "The cash would pay for food, clothes and shoes for miners' families and to organize the transport of pickets."

After the text of Mr. Dunn's interview was released Saturday, the union issued a statement saying it would stick by the Nov. 1 vote of its executive council not to receive aid from the Libyan government. The miners' president, Arthur Scargill, denied two weeks ago that the union would get money from Libya after it was disclosed that he had met with Libyan representatives in Paris and the union's chief executive Roger Windsor, had traveled to Libya.

Rifaat Assad Gets New Security Post

DAMASCUS (APF) — Vice President Rifaat al-Assad of Syria, who was reported to be in disgrace earlier this year, has been given responsibility for national security, according to a new presidential decree.

The decree, published Saturday, said that Colonel Assad, the brother of President Hafez al-Assad, had the duty of applying the security policies of the ruling Ba'ath Party and the state, as defined by the president.

Colonel Assad has been outside Syria since June 1, when he left on an official visit to the Soviet Union. Since then he has been dividing his time between Switzerland and France. In September, Defense Minister Mustafa Tlas was quoted by the West German newspaper Der Spiegel as saying that Mr. Assad was "persona non grata forever" in Syria.

For the Record

Five Romanian diplomats were ordered expelled from West Germany on Friday and will leave "in the next few days," a Foreign Ministry spokesman said Saturday in Bonn. They were accused of activities incompatible with their status.

A Sicilian suspected of organized crime activities, Nicolo Milano, was arrested Saturday in Palermo. Mr. Milano, who had been sought by police since 1979, was accused of ties with some of the dominant Sicilian Mafia groups. According to police, he was named by Tommaso Buscetta, who has confessed to Mafia activities and accused dozens of other people of criminal associations. (AP)

U.S. Studies Moves Against Nicaragua

(Continued from Page 1)

ties and other surface-to-air missiles.

CIA Workers to Be Punished

David Hoffman of The Washington Post reported from Santa Barbara, California:

Mr. Reagan, accepting the recommendation of the CIA inspector general and the Intelligence Oversight Board, agreed Saturday to discipline several workers at "lower levels" in the agency for "poor judgment and lapses in oversight" in the publication of a manual for Nicaraguan rebels on guerrilla techniques.

The White House announced that the CIA workers would be given letters of reprimand or suspensions. A spokesman, Peter Rousell, said he did not know if any would be dismissed.

Mr. Rousell said he would not identify the employees disciplined or provide further information about the extent of the disciplinary actions.

Mr. Rousell said this would be Mr. Reagan's final comment on the matter. Last week, at a post-election news conference, Mr. Reagan said the controversy over the manual was "much ado about nothing."

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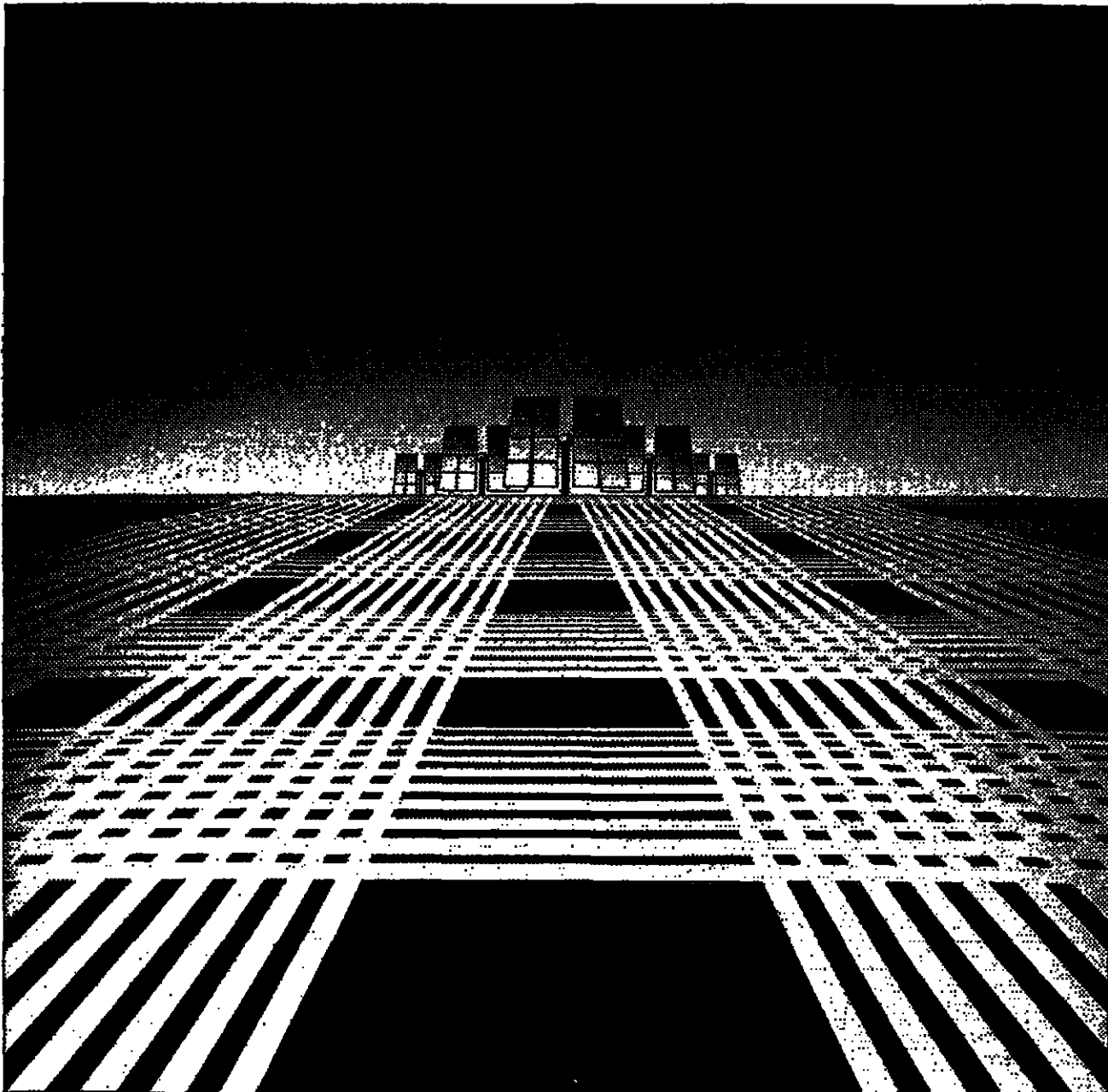
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World Concern Over Ethiopian Famine Increases

International Response to Appeals for Food Aid Is Termed 'Very Good'

ADDIS ABABA, Ethiopia — International concern about Ethiopia's famine victims increased over the weekend while UN Secretary-General Javier Pérez de Cuellar continued his tour of the country.

Mr. Pérez de Cuellar, who said he hoped his five-day visit would focus world attention on Ethiopia's plight, was visibly moved while inspecting a feeding camp for 35,000 famine victims Friday in the northern town of Korem. The United Nations official arrived from New York on Thursday.

It is estimated that as many as six million Ethiopians are facing starvation as a result of several years of drought in the country.

James Ingram, executive director of the UN World Food Program, said in Rome on Friday that international response to appeals for food aid has been "very good indeed." But while 500,000 metric tons (550,000 short tons) of food for Ethiopia will have to be supplied through mid-1985, only 208,000 tons have been pledged so far, he said.

Pool Harding, the UN High Commissioner for Refugees, appealed Friday for \$8.9 million and 14,700 metric tons of food to help feed refugees and returnees in the areas of Africa hurt by the drought.

U.S. Official Gives Report

Earlier, Philip M. Boffey of The New York Times reported from Washington.

Following a visit to Ethiopia, M. Peter McPherson, the administrator of the Agency for International Development, said Friday that he had "never seen anything like" the famine that is devastating northern Ethiopia.

"I've seen a lot of places around the world," Mr. McPherson said, first as a Peace Corps volunteer 20 years ago in a Peruvian slum built on top of a garbage dump and more recently as foreign aid administrator. "But I've never seen anything like this, just never seen anything like this."

"A lot of places in the world you see kids with big bellies," he added, which, he said, indicates a lack of protein in their diet.

"But you don't see many times, and I've never seen, hundreds of children who were like shrunken little old men with no bellies, almost no flesh. I've never seen it."

Mr. McPherson's account echoed another report from Bafie, a small provincial town north of Addis Ababa, which was made public in Washington on Friday by the American Red Cross. "They were dropping dead in the streets of Bafie last Friday," said Getachew Araya, secretary-



M. Peter McPherson

'But I've never seen anything like this, just never seen anything like this.'

general of the Ethiopian Red Cross Society, who was there. "The corpses were just lying there. The survivors were too weak to bury them."

Mr. McPherson said that thousands of Ethiopians had died and it was clear that thousands more would die before adequate food reached them.

He estimated that Ethiopia needed a million tons of grain in the next 12 months to feed more than seven million people. He said only a third of that amount had been pledged, including 130,000 tons by the United States.

The most pressing problem, he said, is to eliminate logistical bottlenecks that now make it impossible to move more than 50,000 tons a month through ports and that impede distribution inland.

Mr. McPherson called on donor countries and Ethiopia to hold a conference soon to devise a speedy and reliable distribution system.

He said that "very little concrete" assistance had been provided by the



A child suffering from malnutrition in a camp in Sudan.

Soviet Union or other Eastern bloc countries despite the fact that Ethiopia's Marxist government is aligned with the Soviet Union.

In answer to questions, Mr. McPherson said he had no "concrete information" about charges that Ethiopia, facing rebellions in several areas of the country, had been distributing and denying food as a political weapon. He said Ethiopian relief officials had promised to distribute food based on need.

He said that "very substantial amounts" of food from donor countries was already going to contested areas where there is fighting, although it was "less clear" how much the Ethiopian government was sending there.

Mr. McPherson warned that the drought was a problem throughout Africa. He said that famine threatened at least six countries — Niger, Mali, Chad, western Sudan, Kenya and Mozambique — and that about 20 African countries were facing serious food difficulties.

W. Sahara Showdown Looms at OAU Summit

ADDIS ABABA, Ethiopia — The Organization of African Unity's annual summit conference, which is to begin here Monday, is developing into a bitter showdown on the three-year-old Western Sahara dispute.

Morocco has said it will leave the 21-year-old organization if Polisario Front guerrillas fighting Morocco for control of the Western Sahara attend the session.

The Polisario movement is determined to take part. "We will take part. We will be seated. Definitely," asserted Mouhamed Said, an envoy of the Polisario's Saharan Arab Democratic Republic.

The OAU has been deeply split between Morocco's supporters and backers of the Polisario Front since the Saharan Republic was admitted to the organization in a still-disputed administrative decision in February 1982.

As heads of state began to arrive for the summit, government officials held informal talks to find a compromise to prevent the session from breaking down, as happened in 1982.

The summit is to discuss Africa's stands on southern Africa, the Western Sahara, Chad, the Middle East and OAU finances. Member states are \$30 million in arrears.

But there are few signs that entrenched positions on the Western Sahara were softening. African diplomats said. The opposite appears to have occurred in recent weeks, they added.

Thomas Sankara, radical leader

of Bourkina Fasso, the West African state known until this year as Upper Volta, said on arrival Saturday that his country would leave the OAU if the Polisario movement did not take its seat, officials in his delegation said.

President Mobutu Sese Seko of Zaire, one of Morocco's staunchest supporters, said Saturday that Zaire would suspend its membership if the Polisario Front took part, the diplomats said.

Senegal and Egypt are suggesting that the Polisario Front withdraw from the summit if Morocco publicly states it will carry out an OAU peace plan for the Western Sahara within three months, the diplomats said.

This would commit Morocco to direct talks with its guerrilla foes on a cease-fire and a referendum in the territory before the next OAU ministerial meeting in Addis Ababa in February, they said.

The last OAU summit in Addis Ababa in June 1983 exhorting Morocco to carry out the plan by the end of last year, but Morocco has refused direct talks with the guerrillas, saying they are fighting a proxy war on behalf of Algeria.

Recognition for Insurgents

Foreign Minister Ibrahim Gambari of Nigeria said Sunday that his country had decided to recognize the Saharan Republic, Agence France-Press reported from Addis Ababa.

He said the participation of the Polisario delegation was "essential to the success of the summit, if not the survival of the OAU."

Arafat Plans PLO Meeting in Jordan Despite Syrian, Rebel Objections

New York Times Service

AMMAN, Jordan — El-Fatah, the largest faction within the Palestine Liberation Organization, has decided to override objections from PLO rivals and hold a much-delayed meeting of the Palestine National Council here later this month, a senior aide to Yasser Arafat, the PLO chairman, said.

The aide said Saturday that Amman had been chosen to end the inertia that he said allowed Syria to continue efforts to control and reshape the PLO. Syria, he said, had been "blocking the door" and trying to "prepare a new PLO."

"We had to stop waiting and letting the Syrians advance," said Khalid Wazir, who uses the code-name Abu Jihad and is the deputy commander of the PLO's forces. "They are trying to destroy the PLO politically and militarily."

[In Tunis, Mr. Arafat said the meeting would take place on Nov. 22, United Press International reported.]

[The Palestinian news agency Wafa said Mr. Arafat set the date for the meeting during a speech to PLO officials at the organization's headquarters in the Tunisian capital.]

Fatah quarreled with Damascus last year, when Syria supported Palestinian rebels opposed to Mr. Arafat's leadership. Syria later expelled Mr. Arafat and his followers from the country and from the Syrian-controlled areas of Lebanon, such as the Bekaa, Lebanon's eastern valley, where the rebellion against Mr. Arafat had begun.

The projected meeting in Amman is likely to divide the PLO even further, especially as it appears unlikely that many principal factions other than Fatah will be in attendance.

Four of the Syrian-backed factions — the Fatah rebels, the Popular Front for the Liberation of Palestine-General Command, the Popular Struggle Front, and Saïqa — have made it clear that they will

not attend a Palestine National Council unless Mr. Arafat resigns first.

Syria, which is angry with Jordan over Amman's resumption of diplomatic ties with Egypt, has reportedly warned the rebels that anyone attending a Palestine National Council session in the Jordanian capital will not be allowed to return to Damascus.

Four other factions — the Democratic Front for the Liberation of Palestine, the Popular Front for the Liberation of Palestine, the Palestine Liberation Front and the Palestinian Communist Party — had said they would attend a Palestine National Council meeting only if it were held in Algeria or South Yemen. However, Mr. Wazir indicated that months of negotiations with leaders of both countries had failed after Syria applied intense pressure on them not to be host to the meeting.

Mr. Wazir said that Fatah, therefore, had felt it had no choice but to



Yasser Arafat

call the meeting in Amman because "Syria refused to give an inch."

Fatah, he said, was still negotiating with at least two of the groups and hoped that some of their delegates based in countries other than Syria would attend. Two-thirds of the Palestine National Council's 384 delegates outside the Israeli-occupied West Bank are needed for a quorum.

Black Rioting Erupts Again in South Africa

JOHANNESBURG — Rioting, looting and arson broke out again across South Africa during the weekend.

An 18-year-old black youth was killed Sunday after a mob policeman opened fire on a mob attacking his home, a police spokesman said.

The violence, largely in response to South Africa's policies of racial discrimination, has resulted in the deaths of more than 150 people, mostly black and mostly because of police actions, since August.

Unrest erupted again Saturday in townships east and south of Johannesburg and in the Eastern Cape province and continued into the early hours of Sunday.

Around Grahamstown in Eastern Cape province, police repeatedly fired birdshot, rubber bullets and teargas in street battles with crowds of stone-throwing blacks.

In one incident about 200 blacks stormed the house of the black po-

liceman, who shot and fatally wounded the 18-year-old, police said.

Police also reported attacks on black local councillors, who are often singled out by protesters as agents of the white minority government.

The vice mayor of Kaitshong township near Johannesburg was shot dead Saturday night in a robbery at his shop, police said.

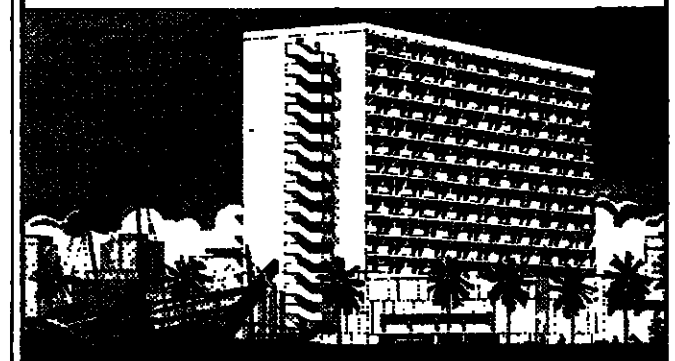
Two babies were injured by police birdshot and at least 21 men and women were arrested in various clashes Saturday.

Three people were killed in a taxi that collided with an army troop carrier in the Vosloorus township east of Johannesburg.

Officials declined to give further information on possible use of troops to quell unrest during the weekend, although the army has been used to support the police in recent weeks.

Black grievances include increased rents, higher taxes and allegations of inferior education.

In Bahrain



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The Scare in Nicaragua

For a brief moment last week, it seemed at least conceivable that the crisis in Central America might be rising toward the global level. The possibility arose that the Russians were taking one of the few specific actions — shipping advanced fighter aircraft into Nicaragua — that the Reagan administration and many people who are otherwise its critics have made plain they would regard as an unacceptable threat to American interests. The possibility then arose that the United States would react to this by force.

The week ended with no evidence that MIG-21 fighters were in the particular cargo ship whose passage had aroused concern in Washington. No American military attack came. There was a great amount of smoke — from Managua, cries of alarm and of heightened distrust of a re-elected Ronald Reagan, and from Washington, some military feints and gestures on the Nicaraguan periphery. But there was no fire. The sequence amounted to another chapter in a continuing war of nerves.

It is possible that the Sandinistas, careful as they are not to give Washington cause for direct intervention, may yet be led by inexperience, emotion or reckless calculation to raise the crisis to the great-power level. That leaves the more relevant question of whether the Russians, who are not inexperienced and who are not ordinarily emotional or reckless, would step over the threshold themselves —

and would step over it at a moment when Mr. Reagan's leadership had just been fortified and when otherwise he was testing the chances for diplomatic engagement on matters of major Soviet concern. It could happen, but it would be a great surprise.

Meanwhile, there is the real world, where the threat is not a possible quantum leap to MIG-21s but the steady buildup of less dramatic arms in Nicaragua over a period of time — arms of a sort that incontestably were in the cargo landed at the port of Corinto. Those arms give Managua a capability to deal better with what it maintains is a large American threat to Nicaraguan interests. They also give it a capability to put pressure on its neighbors, if not now while the Sandinistas may be preoccupied domestically, then later when the United States may not be so attentive.

There could be no clearer demonstration of the need for a political solution. The Sandinistas doubt the Reagan administration's ultimate readiness to accept coexistence even with a moderate regime in Managua. Many administration officials wonder whether the Sandinistas can relinquish their revolutionary ideology for a focus on building a society acceptable to different Nicaraguans at home. But the political path for accommodation — within Nicaragua, between Washington and Managua and in the region as a whole — remains open.

— THE WASHINGTON POST.

The Democrats' Problem

After so many balloons, so many primaries and so much political opinion, it is easy to forget that the first chance most Americans had to send a message this year did not come until last Tuesday. And they sent two.

First: They like and trust Ronald Reagan — and the Democrats could not do anything about it. The president's 18-point margin over Walter Mondale in the popular vote was almost exactly the same as his lead in the polls last January. Is it possible that the whole long, arduous campaign was mere embroidery on the inevitable?

Second: Let the good times roll. Don't change a thing. Republicans and Democrats exchanged slight gains in the House and Senate: Republicans gained only one governorship. If that is a mandate for any philosophy, it is the one called Status Quo.

Once, Democrats were seen as the party to keep the country out of recession and the Republicans as the party to keep the country out of war. In a time of peace and prosperity, Ronald Reagan again has eaten the Democrats' lunch.

Remember what commentators said in 1980 when that happened the first time? That the old New Deal coalition was dead. That what Democrats and moderates such as the third-party candidate John Anderson desperately needed was "a new liberal agenda."

It is almost embarrassing to look back on that now. The old New Deal coalition, though 50 years old, remains very much alive. Look at the exit poll data on voter blocs and observe the very few among which Walter Mondale triumphed. He won the black vote, 90 percent to 9, the unemployed vote, 68-31, the Jewish vote, 66-32, the Hispanic vote, 65-33, that of big-city residents, 62-36, and the union vote,

57-41. Complaining about these pillars of traditional Democratic politics is like the preacher berating the congregants who come to services for the tranquility of those who do not. The Democrats' problem is not among the faithful but among the rest.

How much of a new liberal agenda have the Democrats devised in the last four years? Senator Gary Hart endorses new ideas, but as the man said, where's the beef?

Walter Mondale's new liberal agenda sounded a lot like the conservatives' old one. "I heard you," he said last summer to people who voted for Ronald Reagan in 1980. "Look at our platform. There are no defense cuts that weaken our security; no business taxes that weaken our economy; no laundry lists that raid our Treasury."

Where were the ideas or issues to appeal to successive generations of voters? As it turns out, young people did not vote for the president any more heavily than the rest of the electorate. But even that shocks Democrats who think theirs is the party of change.

It is not as if the country lacks for issues. Environmental concerns, particularly toxic-waste disposal, alarm many voters, especially younger, better educated ones. Crime has become a national concern at least since Barry Goldwater made it one in 1964, but why is it so predominantly a Republican concern when there are good nonpartisan ideas on the table?

Without a new agenda, all the Democrats seem to be saying is, "Just wait for the inevitable slump. Just wait till unemployment starts climbing toward 11 percent again. Then you'll see we were right, and you'll vote for us again." Rooting for recession is neither a new idea nor a good one.

— THE NEW YORK TIMES.

Deadlines on the Economy

The U.S. economy now seems likely to give President Reagan a grace period in early 1985 to establish policy for his second term. This will be the administration's opportunity to deal with all of the fundamental questions that, for the past 18 months, it has evaded in deference to the election. A variety of forecasts — of production and demand, of the financial markets, of currency exchange rates — indicate a fairly low risk of disruptive changes until some time toward the end of 1985. But after that, if present policy remains unchanged, the risk is expected to rise sharply.

The reason is that the American economy is badly out of balance. For the present, things are going along pleasantly enough. But there are clear signs of trouble ahead. There is the administration's gigantic budget deficit, with the U.S. government now spending five dollars for every four that it raises in taxes. Beyond that, there is the rapidly rising deficit in U.S. accounts with the rest of the world, as Americans buy three dollars' worth of imports for every two dollars' worth of exports that they can sell. That is related to the extraordinary overvaluation of the dollar abroad. The whole structure of present American prosperity is based on an unprecedented inflow of foreign investment, currently more than \$100 billion a year. That will not last forever.

But it will last long enough to give the president time to seize the initiative — if he wants to. Unfortunately, the prevailing air of serenity has drained the sense of urgency out of the discussions about where the economy is headed. Three years ago, when the budget deficit was moving toward \$100 billion a year, there was something close to panic in and around the Reagan administration. Now that the figure is hovering just under \$200 billion, people yawn and say that it presents many interesting theoretical questions.

It is a reasonable guess that Mr. Reagan has six or eight months in which to assert his control over the money questions. That has to begin with a credible — repeat, credible — commitment to reduce the budget deficit, bringing down interest rates. With a gradual decline in the dollar's exchange rate, the country's international accounts will improve and eliminate the dependency on foreign investment. Done skillfully, it would permit continued rises in incomes and standards of living.

But if the president lets this period of opportunity pass, the financial markets will eventually begin to resolve the imbalances in their own way, overreacting wildly and destructively, driven by speculative surges. The president has time to act, but not a great deal of time.

— THE WASHINGTON POST.

FROM OUR NOV. 12 PAGES, 75 AND 50 YEARS AGO

1909: Suffragists Disrupt London Play
LONDON — The suffragists found a new outlet for their hysteria last night, when they spoiled the enjoyment of many people during the second act of "The Mountbrets" at the Savoy Theatre. The reason for their appearance was the presence of Mr. Lloyd-George, who, with characteristic impartiality, had gone to listen to a song which puts the Budget in a lyrical nutshell. Suddenly, three women started shouting the name of Mr. Lloyd-George. A banner with "Votes for Women" on it was hung over the balcony. The audience rose to its feet and hissed and booed the interrupters, who were finally led away. Mr. Lloyd-George, in hilarious mood, waved to them as they went.

1934: Controversy Over U.S. Dam
WASHINGTON — Secretary of the Interior Harold I. Ickes voiced the opinion that the government has a right to continue with its construction of the Parker Division Dam across the Colorado River where it separates Arizona from Southern California, despite the action of Arizona Governor B.B. McCreary, in invoking martial law to halt the project. Governor McCreary ordered twenty National Guard machine-gunners and forty infantrymen to the scene with orders "to repel the threatened invasion of the sovereignty of the territory of the State of Arizona." The Governor of Arizona has sent President Roosevelt a telegram explaining his action.

Some Small Steps Toward Stabler U.S.-Soviet Relations

By Dmitri K. Simes

WASHINGTON — Now that the presidential election is over, Americans can at last return to business and politics as usual. Among the pressing issues at hand, few things are more important than relations with the Soviet Union. What is more, for the first time since the Soviet invasion of Afghanistan in December 1979, there are tentative signs of improvement in U.S.-Soviet relations.

Washington and Moscow, each for reasons of its own, seem to be interested in a limited accommodation. Momentous obstacles remain, however, and an eagerness to do too much too fast could backfire.

Campaign considerations alone cannot explain the new American emphasis on dialogue with Moscow. White House insiders insist that Mr. Reagan believes that his large-scale military program, a renewed American geopolitical assertiveness and the

nation's new mood of self-confidence have created an advantageous environment for seeking arrangements with the Kremlin.

The secretary of state, George P. Shultz, and national security adviser, Robert C. McFarlane, are known to feel the same way. The meetings between Andrei A. Gromyko, the Soviet foreign minister, and President Reagan and Mr. Shultz went as well as could be expected in today's climate of superpower hostility.

Achieving even this success required a number of bureaucratic and policy decisions. For example, the report of the General Advisory Committee on Arms Control and Disarmament, which listed possible (and impossible) Soviet violations, was at first withheld and then played down. The administration, both publicly

and privately, made clear to the Russians that mutual restraints on testing of anti-satellite weapons would be considered if Moscow agreed to resume talks on strategic and intermediate-range offensive systems.

Recent Soviet public pronouncements and private comments strongly suggest that the Kremlin continues to distrust Mr. Reagan and that no relatively minor changes in American rhetoric, or even action, will change this attitude quickly. Yet, Moscow has signaled that it is relatively open to American overtures.

There appear to be four reasons for the cautious Soviet willingness to explore a diplomatic relationship with the United States. First, the Russians tried a posture of uncompromising belligerence for months and it backfired — deployments of American

missiles in Europe go on without much opposition.

Beyond that, the septuagenarians dominating the Politburo are uncomfortable with a highly volatile situation of unrestricted rivalry. Soviet leaders would prefer to block a renewed arms race that could tilt the military balance in America's favor.

The Soviet leadership situation — while still uncertain — contributes to greater superpower interaction. Konstantin U. Chernenko is now firmly enough in charge to speak for the collective leadership, and the Soviet decision-making process seems to be functioning more smoothly. The Chernenko Politburo is hardly in a position to undertake a much-needed fundamental reassessment of Soviet foreign policy. But it seems capable of conducting routine business, including superpower diplomacy.

Finally, and most importantly, the Russians increasingly fear that (to use their terminology) the international correlation of forces is shifting against them. Their instinct is to hang tough but to give priority to protecting their own position rather than expanding geopolitically.

Nevertheless, neither side is ready for a second détente. During a period of domestic difficulties, the Soviet elite needs Mr. Reagan's America as an external enemy. In addition, the anticipation of yet another political succession in the Kremlin discourages ambitious politicians from experimenting with the bold approach needed to reach a major agreement with the United States. In Washington, the naysayers maintain great influence inside the administration. They will use Mr. Reagan's landslide victory as evidence of a popular mandate for an uncompromising stand against the "evil empire."

The Russians, by their rhetoric and deeds, traditionally help American critics of rapprochement. Even if Moscow is willing to bargain earnestly on arms control and other issues, it

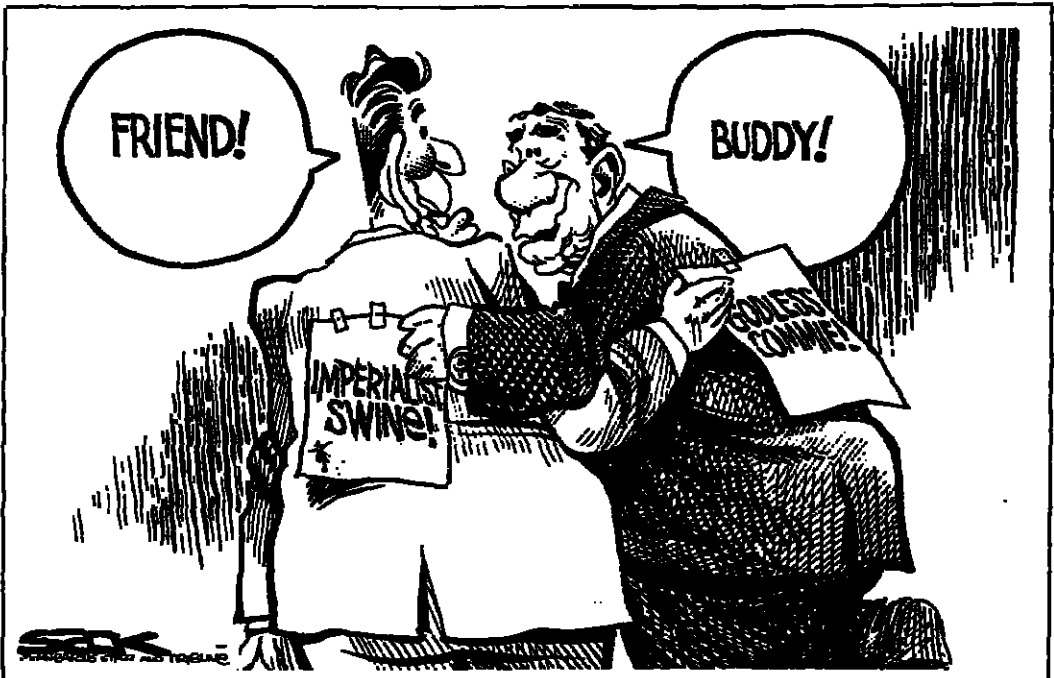
will probably persist in actions most Americans find abhorrent. Mr. Shultz may prefer to avoid linking Soviet actions with negotiations, but will the administration be able to escape doing so amid public outrage over Kremlin misbehavior?

Thus, too ambitious a pursuit of a comprehensive settlement with the Soviet Union may be counterproductive. Fundamental differences cannot be resolved while the Soviet Union remains a totalitarian, global military empire. And even a more modest compromise may be beyond reach after so much hostility has been accumulated on both sides.

We should instead focus on small but realistic measures that would make sense in their own right — not as stepping stones to a grand compact — and that would be supported by the American public and would contribute to stability. Ratification of treaties on nuclear threshold testing and peaceful nuclear explosions, urged by Mr. Chernenko, are in both sides' interest and are not terribly controversial in either country. So is Mr. Reagan's suggestion (at Soviet urging) to pursue constraints on anti-satellite weapons and his idea of holding regular, cabinet- and sub-cabinet-level meetings between American and Soviet representatives.

These inside, and particularly outside, the administration, wise-waiting more progress are hoping these small steps would contribute to larger-scale undertakings. Much would depend on Soviet willingness and ability to respond. But even if the Russians continued to dig in their heels, marginal but genuine diplomatic arrangements would help de-escalate tensions in the superpower rivalry. To neglect such opportunities to build a new rapprochement would risk ending up with nothing. In cooperating with the Russians, it is wise to aim lower in order to hit higher.

The writer, a senior associate at the Carnegie Endowment for International Peace, contributed this column to The New York Times.



A Different America, And Not a Better One

By Anthony Lewis

BOSTON — It is going to be a different country. The site of President Reagan's victory stunned even those who had anticipated it, but I wonder how many people understand what it may bring by way of lasting changes in American politics and law and social conditions.

We Americans are not used to ideological politics. Most Reagan voters were probably motivated less by ideology than by economics, liking for the man, patriotic feelings associated with him. But ideology is what we are going to get.

Jerry Falwell and Jesse Helms and the other forces of the extreme right are not shrinking violets. They are going to argue that they played a large part in mobilizing the soldiers of this victory, and they are going to demand their share of the spoils. Mr. Falwell was candid and confident on television election night, talking about the growing political role of religious conservatives and saying, "Come 1988 we'll be much stronger."

And Ronald Reagan is an ideological politician himself. He operates from a few strong, simple premises: that big government is bad, that Communism is behind all the trouble in the world, and so on. In his first term he did not fit the usual American pattern of presidents moving to the pragmatic center, and there is no reason to think he will in a second.

Moreover, even if Mr. Reagan wanted to challenge his far-right supporters on some big issue, he would be temperamentally unsuited to the task. For a president to do that — for Richard Nixon to push an arms agreement with the Soviet Union, for example — he has to engage himself in the bureaucratic and political warfare of policy-making. Can anyone imagine Ronald Reagan fighting his own anti-arm-control lieutenant on the details of a treaty, or fighting Jesse Helms to get it ratified?

No, we have lived for four years with the business of governing being carried on by shadowy figures behind a president who reigns but seldom rules. An older Reagan is not likely to become more involved.

What is likely is a more aggressive posture abroad, and at home a more radical move back to Social Darwinism: the enrichment of the economically fittest, the end of measures to uplift minorities. Most important, I think, there will be a further falling away from the country's commitment to civil liberties.

Congress will be a brake on the ambitions of the far right. For it was a remarkable aspect of this election that the Democrats held their own in Congress despite the Reagan landslide, limiting their losses in the House and gaining two Senate seats.

But at best Congress could be only a brake, not an initiator of policy. In the field of foreign affairs especially, the president has enormous power to act on his own. And that is the more true when an administration is prepared to act, as this one is, with utter contempt for the intention of Congress expressed in law.

Law is an area where an ideological administration can have a profound impact. We have already seen the lawyers in the Reagan administration doing such things as perverting the law in order to deprive hundreds of thousands of helpless disabled persons of their Social Security benefits. Why should we expect a sudden onset of conscience or restraint?

Judicial appointments are a presidency's lasting imprint. Justice William Rehnquist said in a recent speech, quite correctly, that many presidents had failed in efforts to pick like-minded Supreme Court justices. But Edwin Meese, the prospective attorney general, has said that this administration has learned from those past failures and will be certain

of its nominees' views. There is every reason to believe that.

Mr. Reagan's popularity is so great that probably no one could have beaten him. But it has to be said that Walter Mondale — kind, thoughtful, thoughtful — made it worse by the ineptitude of his campaign.

Lane Kirkland and other Democratic powers told us they could win if only they had an insider as a candidate instead of an outsider like Jimmy Carter. But you cannot win a campaign without ideas, without hopes: with the aim of patching together a New Deal coalition too small nowadays to win.

The consolation, for those of us who care about civil liberties and social justice and an end to the arms race, is to remember that there are cycles in politics. We elected Harding and Coolidge and Hoover, but we survived the empty greed of the 1920s. The only thing is that survival is trickier now.

The New York Times.

U.S. Is Trampling on Friendly Toes in Central America

By Alma Guillermoprieto

WASHINGTON — In attempting to isolate the Sandinista government, the Reagan administration may be falling into a familiar trap. As recent events have demonstrated, the administration has trouble appreciating sensitivities arising from the national interests of its Central American allies.

U.S. pressure on its closest friends and neighbors in Central America is going along with its policy of isolating Nicaragua has led to a series of diplomatic flaps and embarrassments for the administration. White House policy toward Nicaragua has cut across the goals of such allies as Mexico, Guatemala and Honduras.

Illustrating the point is a National Security Council paper prepared for an Oct. 30 meeting of the council at which President Reagan presided. The paper credits U.S. foreign policy with success in blocking efforts by Venezuela, Panama, Colombia and Mexico — the members of the Contadora group — to obtain early signing of a proposed regional peace treaty in Central America.

But the paper says problems remain in getting four countries — Guatemala, Honduras, Costa Rica and El Salvador — to agree on a position consistent with U.S. policy against Nicaragua, the fifth potential signatory. It is apparent from the document that these problems stem from the persistent U.S. failure to recognize the role that national interest plays even in the most pro-American, anti-Communist and economically dependent Latin countries.

Central America is made up of six tiny nations (Guatemala, the largest, has only 6.5 million people). So minute are their economies (Costa Rica's

gross national product is \$3.7 billion) and so excessive their foreign debt (Costa Rica's totals \$4.2 billion) that they rarely move without looking over their shoulder to see whether Uncle Sam is scowling or smiling.

When the United States flashes a red light on a regional initiative, the outcome is predictable. Thus, in September, when Central American countries appeared to have agreed on the draft of a Contadora peace treaty

high-ranking Honduran officers were known to have refused promotion because it involved serving in the despised military school that Mr. Suarez Cordoba allowed the Pentagon to open in Honduras for Salvadorans.

"First we train them, so they can come back and make war on us," said one such Honduran officer, "and then if the [Salvadoran] guerrillas should win, we will have bought ourselves a new enemy."

There has been a failure to recognize the role that national interest plays even in friendly nations.

that all parties would be willing to sign, the talks came to a screeching halt after the United States signaled its displeasure.

While the Mexicans fume over the scuttling of their months of patient bargaining to keep the Nicaraguans in the Contadora process (the NSC paper claimed credit for thwarting the Mexican effort), the document notes approvingly that some Contadora ministers "now concede that agreement [on the peace treaty] may not be reached for some months."

Mexico is not the only country affected negatively by the U.S. policy. In Honduras, rumors of coups and counter-coups are everywhere, as a group of powerful industrialists rebel against the perceived sell-out of President Roberto Suazo Cordoba to the United States.

Honduras's traditional enemy is the Salvadoran Army, and several

For Mexico, as for Panama, the idea of a regional war involving Nicaragua and the guerrillas of El Salvador and Guatemala against the rest of the area, with the United States joining Honduras and Panama as staging areas, is intolerable. The only acceptable solution is to work out a treaty to guarantee peaceful coexistence.

The United States might disagree with these positions, but the wording of the National Security Council paper reveals how sharply battle lines have been drawn. "Mexican and Nicaraguan representatives have been highly active but so far unsuccessful in efforts to obtain international endorsement," for the original revised Contadora peace treaty, the document says. Mr. Shultz "was direct in expressing our displeasure at Mexican conduct" at the United Nations General Assembly, it adds.

These circumstances point to three unsettling conclusions: First, that any negotiations for peace in Central America that do not rely heavily on U.S. backing have virtually no hope of success. Second, that as long as the administration pursues a policy of isolating Nicaragua, diplomatic strategies designed to reincorporate Nicaragua into the Central American community cannot rely on genuine U.S. support.

The third point is that the administration will have difficulty implementing a workable regional strategy for its friends and allies in Latin America as long as it expects them to adopt the United States' national interests as their own.

The writer, a Washington Post reporter on leave, has reported from Central America.

slam-dunk speechwriter would represent the forces of fairness and modern reason and beat a Reaganless U.S.

That mistaken consensus of liberal savants is what we of the happily flapping right wing are hoping for.

Since 1968, with an interruption only to pay the consequences of Watergate, most Americans have been moving away from welfare and interdependence toward individualism and nationalism. This march has been made easier by the error of the liberals, who still think Mr. Reagan was because he has persuaded people to see him as Mr. Nice Guy. In fact, he wins because he has demonstrated himself to be Mr. Nice Tough Guy, representing the middle-class's long-buried sense of self-worth and newfound freedom from guilt.

To make more permanent the location of the New Center in the middle of what used to be the right, another few years of old-center pandering to leftist tirades will be helpful. Political and diplomatic hard-liners can make use of Jesse Jackson and the free-riders and the demands of the National Organization of Women, for at the end of their Rainbow Coalition is the conservatives' pot of gold.

How will Ronald Reagan capitalize on this victory? Not, I hope, by suddenly turning into what those who tried to defeat him want him to become. He should not merely accept tax increases in the guise of tax simplification, but should use the bipartisan appeal of the flat tax and the universal horror of the deficit to reduce the rate of growth of domestic spending. That is what he was elected for — to help the people win their race against government.

In dealing with the regular pallbearers of the Kremlin, the re-elected president cannot suddenly become the Great Dealmaker, doing for arms control what Richard Nixon did for the opening to China. By ignoring the clamor to negotiate with himself, by changing the pace of his rhetoric, he can mount an offensive in the Strategic Arms Reduction Talks without giving away the parity he has struggled for. That, too, is what he was re-elected to do.

Mr. Reagan's first remarks after the voters spoke recalled "the prairie fire," he spoke of starting 20 years ago, "to capture the intensity of our devotion to freedom." He was right to reassure the deprived that "the recovery will not be complete until it's complete for everyone," because a philosophy that reverses opportunity has an obligation to spread it around.

But that prairie fire did not whip across the land because of any one man's charm, nor will it be snuffed out when Mr. Reagan rides off into the sunset. He succeeded in his first term because he understood that the majority wants government to protect Americans' freedom while leaving them alone; he will keep the flame burning by remaining true to that.

The New York Times.

LETTERS

Responding to Reston

Regarding "The Press and Other Losers" (Nov. 6) by James Reston:

Mr. Reston concludes his brilliant and bitter column by saying that the American people will get the government they deserve. But how about the rest of mankind, whose very survival, like that of the American people, will depend on that old man in the White House, a man who by rights should now be entering his ninth year of retirement, enjoying his game of golf and perhaps even reading a good book or two?

CLAUDE W. PICARD.

Bern.

(Continued on Page 8.)

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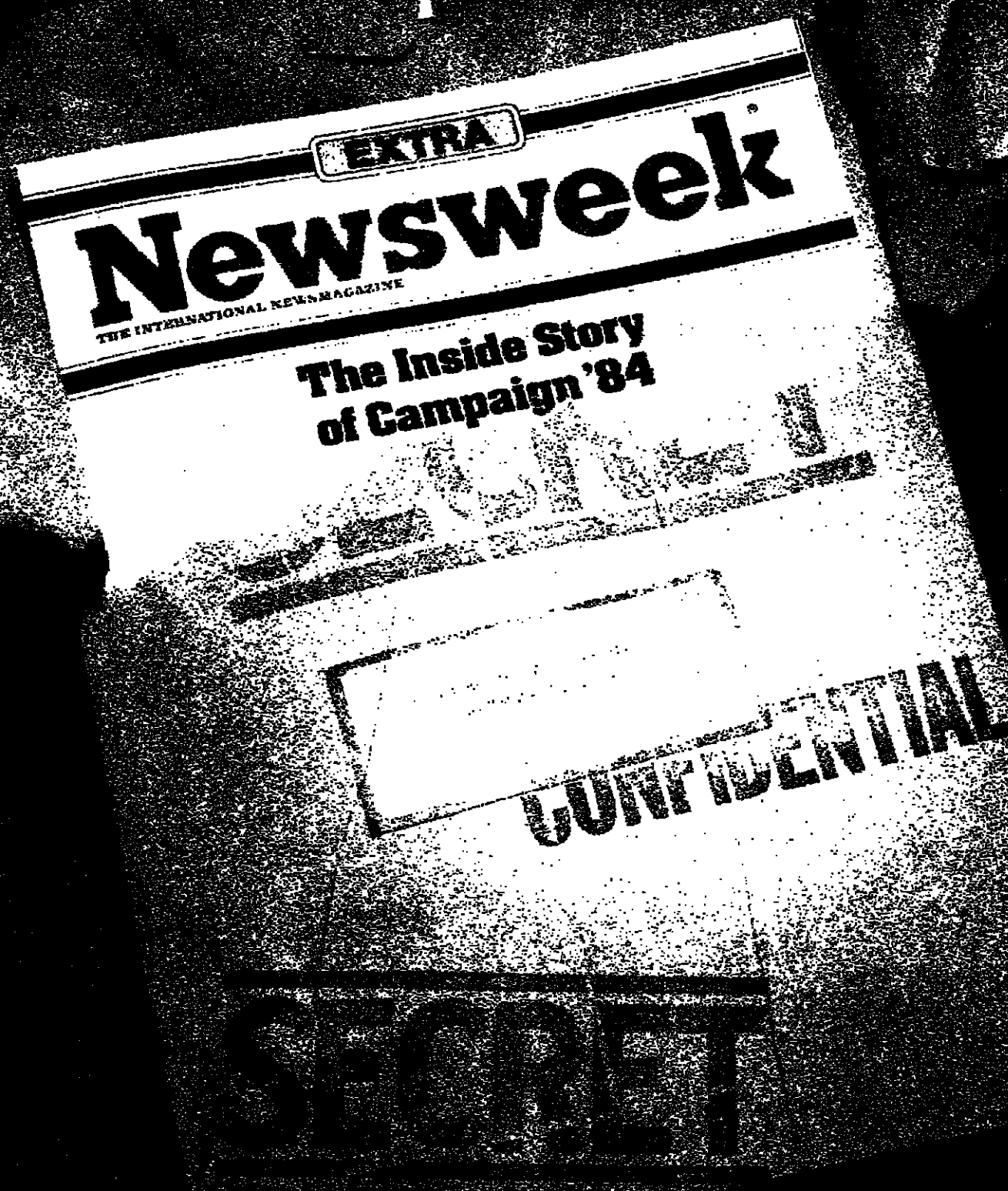
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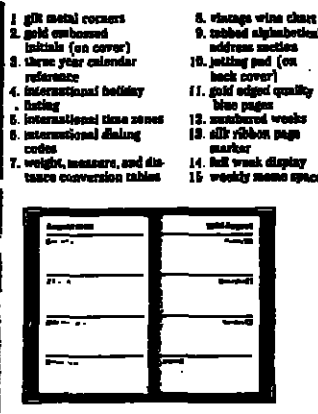
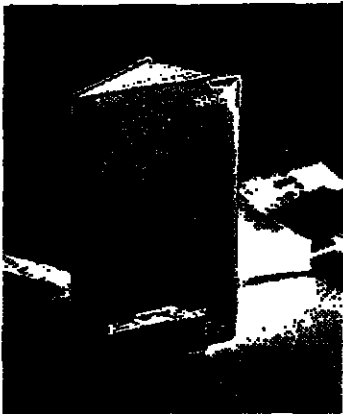
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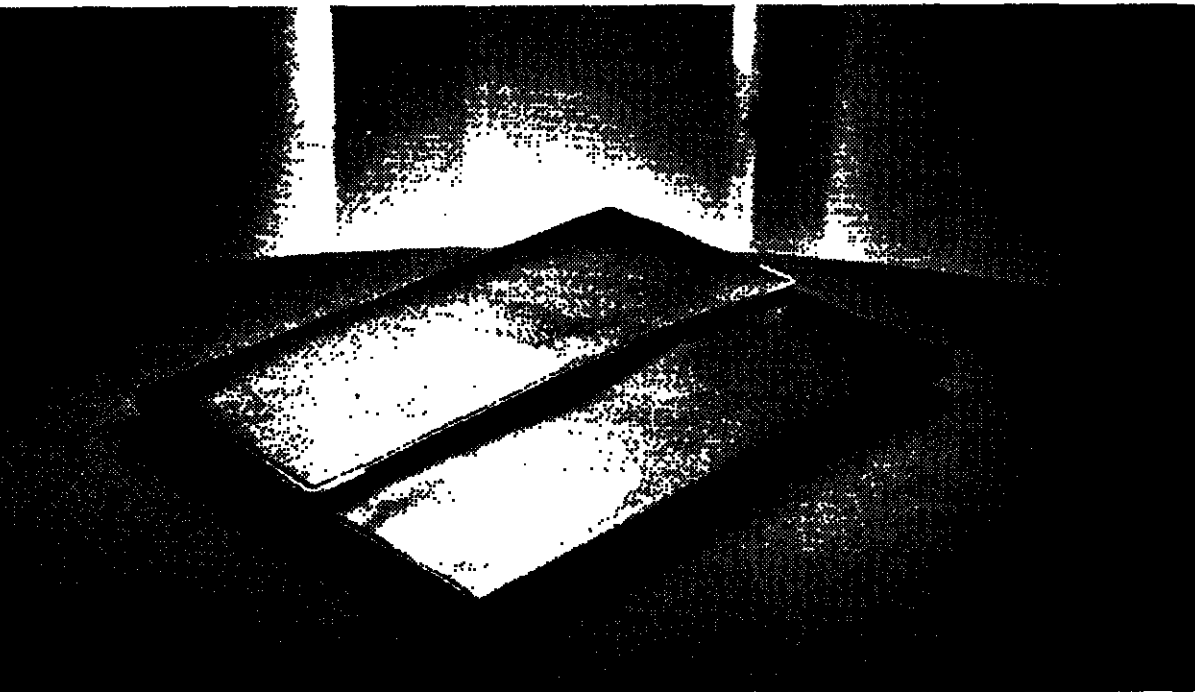
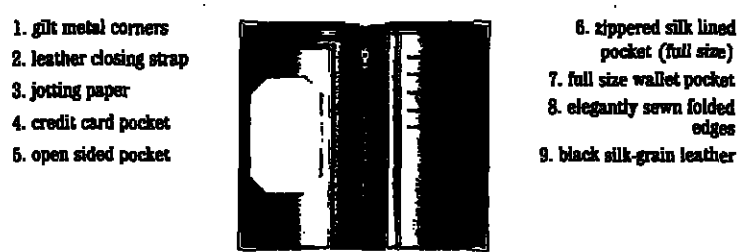
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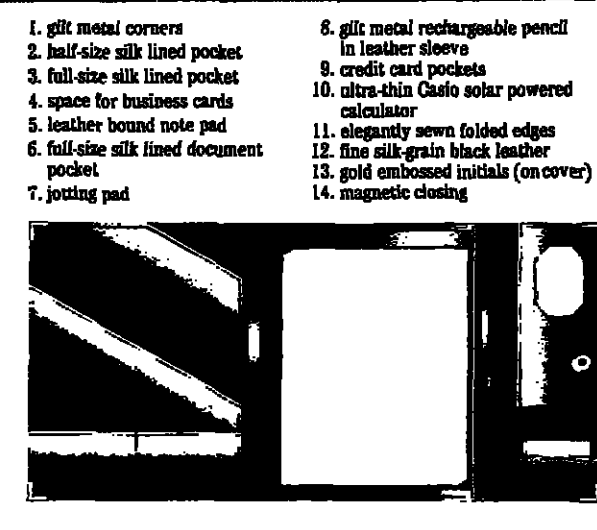
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Prime Minister Rajiv Gandhi, seated, offered prayers before an urn containing the ashes of his assassinated mother, Indira Gandhi, at an air base near New Delhi on Sunday shortly before scattering them over the Himalayas from a plane.

Gandhi Rival Says He Will Continue Opposition

By Pranay Gupta

HYDERABAD, India — The chief minister of Andhra Pradesh State has said that, while he mourns the passing of his principal political enemy, Prime Minister Indira Gandhi, his opposition to her Congress (I) Party will continue. The chief minister, N.T. Rama Rao, who was removed from office in mid-August and reinstated a month later in maneuvering attributed to Mrs. Gandhi's government, said last week that he was worried about the kind of leadership that

her son and successor, Rajiv Gandhi, would provide.

"At least with her we knew where things stood politically, what the political score was," Mr. Rama Rao said. "We knew her methods, but now it's once more a new game. In our Indian tradition we do not speak ill of the soul that has passed away; we take into account only that soul's goodness. But we do wonder now to what extent there will be change under her successor."

He continued: "But my policies will remain the same, my opposi-

tion to the Gandhi Congress Party will continue."

Although Mrs. Gandhi denied that she ordered Mr. Rama Rao's removal by the governor of Andhra Pradesh, whom she had nominated, the general view in India was that her Congress Party had moved clumsily to usurp a democratically elected opposition government and replace it with one more sympathetic to Mrs. Gandhi.

Mr. Rama Rao is leading a movement of politicians and intellectuals who contend that encouraging ethnic regionalism, far from fragmenting this country of 750 million, could help India become the genuine federated union that the architects of the Indian constitution had in mind when India gained independence from Britain more than three decades ago.

Mr. Rama Rao, 66, heads the Telugu Desam Party in this largely agricultural state of 60 million people.

He said that with the death of Mrs. Gandhi there was a better chance that India's states could more successfully assert their regional, ethnic and linguistic identities. "The states must be given full autonomy," he said.

He rejected the argument that promoting regionalism in a multi-racial, multilingual country such as India could harm national unity.

"If you let the limbs of a body get strong," Mr. Rama Rao said, "then the whole body automatically gets strong. I say, let the limbs get strong. You will have a healthier India as a result."

■ Ashes Are Scattered

Rajiv Gandhi scattered the ashes of his mother over the Himalayas on Sunday, Reuters reported from New Delhi.

He dropped 15 baskets and three copper urns containing Mrs. Gandhi's remains from a transport aircraft in the final ceremony of 12 days of official mourning.

■ Canadian Is Held

United Press International reported from Amritsar that Punjab security forces had arrested a Canadian reporter on charges of visiting the Sikh holy city of Amritsar without required travel documents.

Jonathan Mann, who reports for the Canadian Broadcasting Corp., the Toronto Globe and Mail, and the U.S. television network NBC, was arrested Saturday, near the Golden Temple, police said.

Thai General Presses Prime Minister

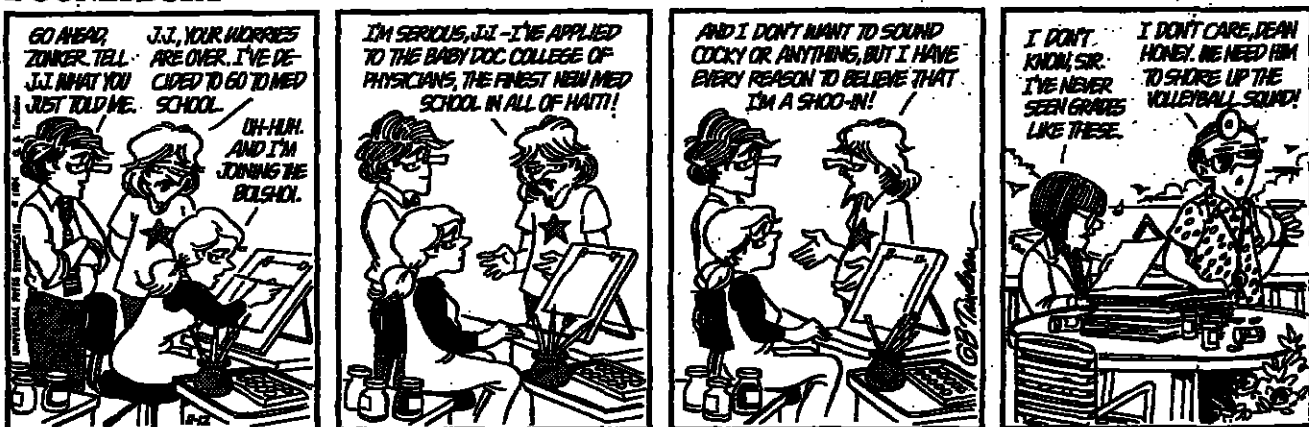
Agence France-Press

BANGKOK — The supreme commander of Thailand's armed forces, General Arthit Kamlang-Ek, has indicated he still wants Prime Minister Prem Tinsulanonda to reshuffle his cabinet and cancel a currency devaluation opposed by the military.

"We soldiers do not change our minds easily," General Arthit said Saturday. It was his first public comment since going on television Wednesday to attack the 14.8-percent devaluation against the U.S. dollar and to demand a cabinet reshuffle.

In the meantime, Mr. Prem defended the devaluation, which was intended to spur exports. But he made an attempt at compromise by having Finance Minister Somchai Hoontrakul announce readjustments in the national budget to compensate for resulting losses to "national security and defense projects."

DOONESBURY



LETTERS TO THE EDITOR

(Continued from Page 6)

More on Ethiopian Jews

Simcha Jacobovici charged in a scathing column ("Ethiopian Jews Are Dying: Why? Doomed? Israel Help," Sept. 18) that Israel and the world Jewish community are watching in silence while Ethiopian Jews die. In a response (*Letters*, Oct. 5), Bennet Yanowitz does not answer a single charge leveled by Mr. Jacobovici. Instead, Mr. Yanowitz, a former chairman of the National Jewish Community Relations Advisory Council, claims that Mr. Jacobovici "rips at himself" because of the Holocaust. Well, Mr. Yanowitz, should we not all be ripping ourselves apart if what Mr. Jacobovici says is true? Although I agree with Mr. Yanowitz that Israel must be commended for the numbers of Ethiopian Jews it has saved, the point,

rather, is how many could have been saved and were not. Mr. Jacobovici charges that in June an Israeli official turned down an offer from an Ethiopian envoy to discuss the evacuation of Jews. Mr. Yanowitz ignores this shocking revelation, and others.

Mr. Yanowitz concludes by stating that "we should strive to enlist aid for the starving." Yet Mr. Jacobovici specifically states that while 1,300 Jews died out of a refugee population of 12,300, "all major Jewish organizations... chose not to provide financial, medical or food aid" to the Jewish refugees.

BARRY WEINRUB,
President, Canadian Association for Ethiopian Jews,
Toronto.

Violence in India

The recent outbreak of anti-Sikh riots in India is disturbingly reminiscent of the violent *Kristallnacht* that took place in Germany 46 years ago this month. Then, it was the assassination of a minor German diplomat, Ernst von Rath, by a Jewish teen-ager (whose parents had been expelled from Germany) that served as the pretext for wild mob violence directed against Jews throughout Germany.

To be sure, there is a basic difference between the ethnic strife in India today and the officially supported racial hatred of Nazi Germany. The new Indian prime minister, Rajiv Gandhi, has indeed spoken out against the violence and appealed for calm. Nevertheless, the atrocities committed against the Sikh community, frightening in their brutality, will never "avenge" the death of Indira Gandhi, they will merely bring shame upon the Hindu nation.

MARK KRAMER,
Oxford, England.

them, and radical Hindus — who never forgave her out-of-caste marriage and her lack of religious zeal — could hardly have felt any spontaneous urge to be her avengers.

There have been other instances of Sikh killings by Hindu fanatics; in each case, the vast majority of the members of both communities disapproved. But this seems to be a vendetta dressed up as that of the entire Hindu community against the Sikhs. If the veritable authors of these riots are not sought out and disarmed, there is no knowing what may happen.

JASMER SINGH,
Boulogne, France.

More than Memorials

Regarding "El Alamein: Survivors Gather at Lonely Site of '42 Desert Battle" (Oct. 27):

One wonders if presenting war with the face of heroic monuments, manicured cemeteries, clean-shaven field marshals and stories of self-effacing Italian counts does not have an encouraging effect: Society seems to approve of war the way it approves of a blunderbuss. Is there not a way for the responsible press to be blunt and crude and to make people see the waste and ugliness of rotting corpses rather than the polished marble of memorials?

B.J. PENNINK,
Tokyo.

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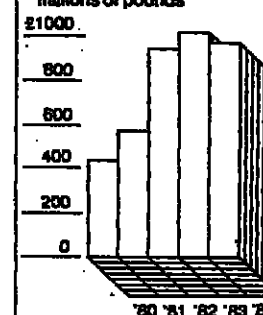
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PERSONAL INVESTING

INVESTOR'S Notebook

U.K. Dangling Carrot To Boost Telecom Sale

British Telecom's Profit Record



The British government is dangling a carrot, and investors are expected to jump for it this month when 50.2 percent of state-owned British Telecom goes on sale for around £3.75 billion (\$4.7 billion). "There's no doubt in my mind that the issue is going to go well," says Trevor Pullen, a senior fund manager at Prudential Assurance. Brokers are even more confident: "Barring World War III or something of the sort, BT should prove a spectacular success," says John Tysoe of Greaves, Grant & Co.

Worried about how the market would digest the giant issue and eager to spread share ownership to the masses, the government has loaded on the incentives. "They can't afford to see it go wrong," said Edward Dove, an investment manager at Lazard Securities Ltd.

Investors will pay 40 percent of the price initially, 30 percent next June and 30 percent in April 1986. The government also is giving small investors the choice of big discounts on their phone bills or a free share for every 10 held for three years.

The price is due to be set Friday, but the government's advisers already have indicated that it will be 120 to 130 pence (\$1.52 to \$1.65) a share, providing a dividend yield of about 7.5 percent and a multiple of about nine times current-year earnings. That compares with multiples of seven to eight for the regional phone companies in the United States, but British analysts note that BT will be more loosely regulated.

Coin Prices Showing Modest Gains Again

Investing in coins is no longer as lucrative as it was five years ago. But after a decline last year, the coin market now looks set for fairly stable long-term growth. "The coin market enjoyed a tremendous boom at the end of the '70s and up to 1980, but by the end of 1982, it started to go down," and hit bottom at end of last year, said John Mussell, editor of *Coin and Medal News*.

Coin prices are now at a level 24 percent lower than they were in 1981, although they are still higher than 1979, he said. Investors have turned away and the coin market is now dominated by collectors, with inflation down to single digits and coin prices rising slowly.

"Coins don't always go up," reminds Raymond Sanicroft-Baker, director of the coin department at Christie's. After price rises averaging 20 percent a year from 1979 to 1981, increases are now running about 10 percent annually, he said.

A number of coins are still viewed as sure winners. Among these are the Greek and Roman coins dating from the first century B.C. to the fourth century A.D. Christie's recently held an auction of ancient coins that sold for a total of £1.25 million (\$100 million), double the British record.

U.S. Rates on CDs Take a Steep Slide

Investors who have put their cash into certificates of deposit issued by U.S. banks and thrift institutions are in for a jolt if they renew those CDs. Along with other market-linked rates, interest rates on CDs have plunged in recent weeks and took a particularly steep slide last week.

The Bank Rate Monitor, a Miami publication that tracks U.S. deposit rates, reports that interest on a typical six-month CD has fallen about two-thirds of a percentage point in the last three weeks, to about 10.28 percent. Last week alone, the six-month rate fell 27 basis points. (A basis point is one hundredth of a percentage point.)

Robert Heady, publisher of The Bank Rate Monitor, said the fall has been the steepest he has seen since his publication began following these rates two years ago. "The deep cuts are now across the board," he noted. "The downward movement on 2½-year and 5-year CDs has now caught up with the sharp decline in six-month and one-year prices."



Back to Economics

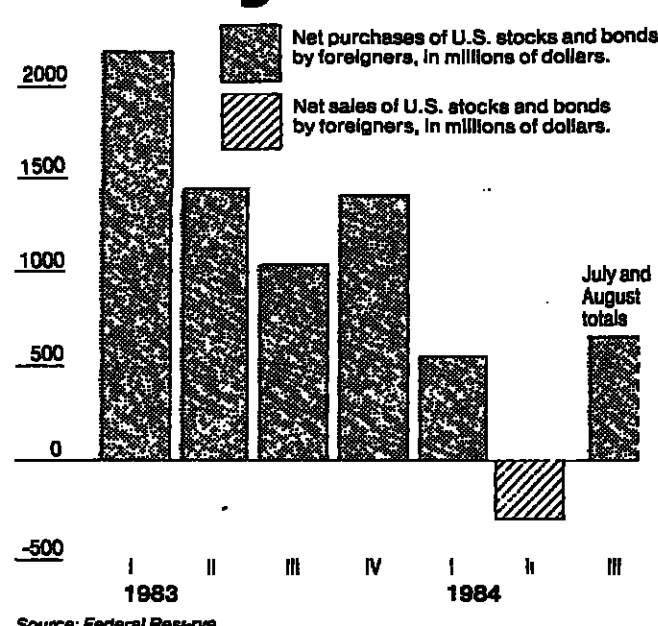
The re-election victory by Ronald Reagan may have been stunning enough to stir Wall Street for awhile, but analysts are not looking for any long-term election euphoria for the stock market. The market had generally discounted the Reagan victory by the time Election Day rolled around and gains that came on Wednesday in response to the election were taken back by profit-taking on Thursday.

John L. Manley, portfolio strategist at Smith Barney Harris Upham & Co., saw the election as a "breathing point" and thinks the market will now turn away from election concerns and focus on more immediate worries. "In the short term it's not politics but economics which will affect the market," he said.

Indeed, with the election out of the way, stock market watchers are looking to the U.S. Federal Reserve to loosen its monetary policies to accommodate the economy's slowdown. If the Fed takes a softer stance, in the next three to six months, Mr. Manley sees the Dow Jones Industrial average hitting 1,300 to 1,350. Looking beyond the short term, however, the distinction between economics and politics becomes cloudy. And Mr. Manley sees the same old nagging questions about the federal deficit once again surfacing.

Coming to Terms With Dollar Risk

A Growing Caution...



With anxiety about the dollar's high-wire act building again, investors are intensifying a search for safety nets

By John Meehan

NIGEL Hurst-Brown took a hard look at the dollar last month and did not like what he saw. Economic growth in the United States was slowing, interest rates appeared to have peaked and the Bundesbank was stiffening its resistance to the U.S. currency's rise.

"The downside risk of holding dollar-denominated securities just seemed greater than the upside potential," recalled Mr. Hurst-Brown, a director at London-based Hill Samuel Investment Management Ltd. "The dollar seemed to have reached a plateau."

Other directors at the international fund management firm came to the same conclusion. In October the company lowered its considerable dollar exposure in the equity and bond funds it controls. As an indication of the magnitude of the change, Mr. Hurst-Brown said he slashed the dollar holdings in a typical international bond fund to 45 percent from 60 percent, shifting more assets into European investments.

For now, Mr. Hurst-Brown is comfortable but admits to some nagging doubts about the direction of the U.S. currency. "I'm not totally convinced that we've seen the final demise of the dollar yet," he said.

Mr. Hurst-Brown is not alone in his ambivalence. A growing number of investors around the globe are exhibiting uneasiness about the dollar, fearing that the currency's ascent only sets the stage for a costly tumble, if not outright collapse. Not surprisingly, each record step or periodic

decline the dollar takes adds to the anxiety, driving more and more investors to seek opportunities to hedge against a drop in the dollar.

Admittedly, alternatives are few, but a number of experts have identified some possibilities. These range from high yielding dollar instruments that could offset losses from currency translations to a handful of fixed-income instruments and equities in Europe and Japan that will get the most benefit from a weaker U.S. currency.

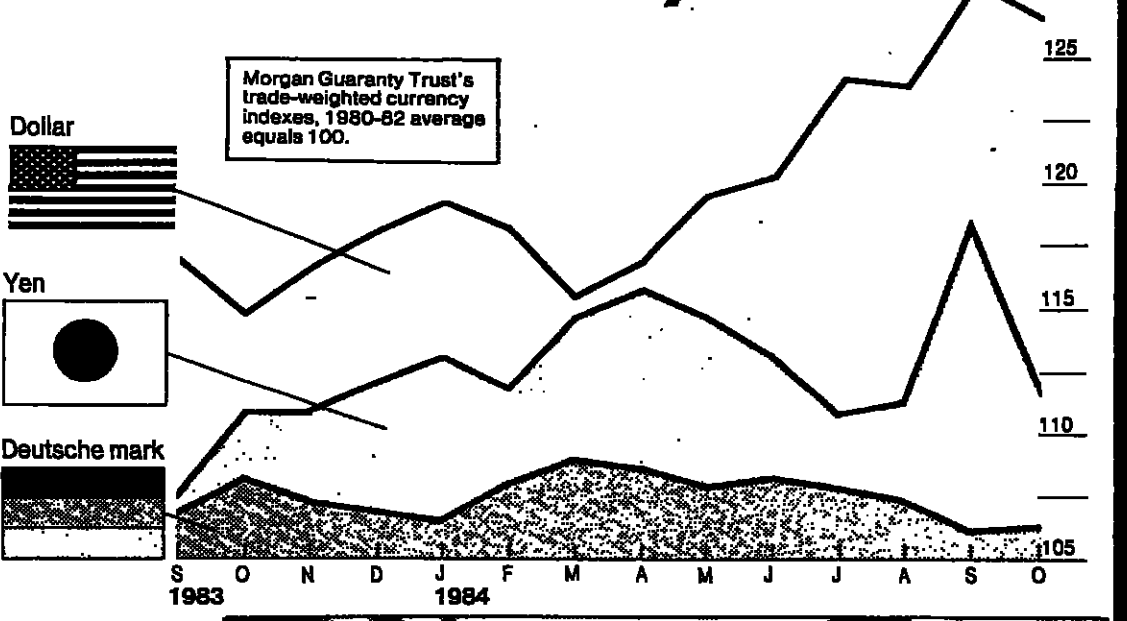
Predicting the dollar's turning point would be the easiest way for investors to minimize currency risk, but only fools rush in where even economists are becoming fearful to tread. The dollar has appreciated about 50 percent since 1980 and its sharp rise has often confounded seasoned dollar watchers.

A lot of ingredients go into making a strong dollar. Real, or inflation-adjusted, interest rates in the United States are so high relative to those in other countries that the yields on dollar investments are irresistible. Moreover, investor confidence in the United States is very high. Strong economic growth, low inflation and political stability in the United States translate into high returns generally not found elsewhere.

All these factors have created a huge demand for dollars. But the interrelationships between economic fundamentals and such imponderables as investor sentiment have made a nightmare of forecasting its downturn.

Stephen Marris, an economist at the Washington-based Institute of International Economics,

About the Dollar's Durability



Foreign-exchange traders at Citibank in London.

has all but given up on using traditional methods to predict the dollar's direction. As former chief economist at the Organization for Economic Cooperation and Development, he has watched the dollar repeatedly defy the experts.

"In the end, it may take some kind of noneconomic development like an assassination or foreign-policy mishap," he said. One thing is for certain, according to Mr. Marris, "the potential for a sharp downward movement in the dollar is greater than it's ever been."

MOST dollar watchers agree that a drop in the dollar is long overdue. They sense that slower U.S. economic growth, prospects of weaker interest rates and indications that the dollar is becoming sensitive to central-bank intervention may finally be catching up with the dollar.

In a survey of 161 European money managers, Salomon Brothers found that a large majority expect the dollar to weaken between now and the

end of the first quarter of 1985: 81 percent expect the dollar to decline against the Japanese yen, 70 percent see it falling against the Deutsche mark and Swiss franc and 78 percent believe it will slip against the Dutch guilder.

More important, the growing belief that the dollar's upside potential is nothing like the downside risk is already influencing investors. In the first half of this year, net purchases of American securities by foreigners totaled only \$583 million, compared with \$6.4 billion of purchases for all of last year. While the decline is ascribed to several factors, including bearish stock and bond markets in the first six months, most analysts say the slowdown is the clearest indication yet that investor sentiment may be turning against the dollar.

So far the slowdown in portfolio investment has been offset by other capital inflows, notably by huge borrowings by U.S. banks and corporations. "It's sort of a substitution process," observed M-

(Continued on Page 12, Col. 1)

THE BOURSES

European Technology: Five Ways to Play It

By Beth Karlin

AT A TIME when American investors' love affair with high-technology stocks is fading, enthusiasm among European investors has never been higher.

Europeans have a number of homegrown issues from which to choose. There are plenty of success stories in the likes of Nixdorf, Norak Data, ICL, Philips and Olivetti. But shares of these growth names often trade at huge multiples of their earnings. And investors who try to go beyond these big names in a search for smaller, more dynamic technology plays quickly run out of candidates.

Yet, European-based analysts are quick to dispel the notion that all the promising growth companies in technology are hatched in Silicon Valley. Many of the vibrant young companies that started out on Britain's Unlisted Securities Markets or were brought to market in a wave of new issues in West Germany are developing into promising enterprises for the investor who can handle the risk.

Markets in Scandinavia, long a formidable region for technology, have developed a vigorous second tier of growth companies that often trade at attractive prices.

One example in West Germany is Electronic 2000, which was placed on the second-tier market of the Munich Stock Exchange in 1982 and moved to the main market this year. The shares of the distributor of electronic parts were trading at 520 Deutsche marks (\$173) on Oct. 31, down from a high of 600 DM recently but still far above this year's low of 303 DM. The decline has been attributed to fears that overcapacity in the semiconductor industry will lead to price pressures and eventually to reduced earnings for distributors such as Electronic 2000.

But those pressures are likely to be short term, according to Frode Hendricks, an analyst with Sal. Oppenheim Jr. & Co. in Cologne. "This could be a good opportunity to buy," says Mr. Hendricks. "Long term, Electronic 2000 is going to be a successful growth company."

Industry analysts predict that the West German electronic components market, valued at about 6 billion DM in 1984, will grow about 30 percent a year.

Oppenheim expects Electronic 2000's sales to increase to 100 million DM this year from 63 million DM last year. Next year, sales are likely to top 125 million DM. After-tax profits per share

Investors take note. Not all young growth stocks are hatched in Silicon Valley or Japan

will double to more than 30 DM in 1984 and then rise to about 40 DM next year, the firm says.

In Britain, Micro Focus Group also moved from the Unlisted Securities Market to the London Stock Exchange this year. In the 30 weeks ended July 4, sales more than doubled to £8.06 million (\$10.3 million) from £3.6 million for the 26-week period ended May 31 last year. (The company changed its fiscal year.)

Pretax profit, meanwhile, doubled to £1.51 million from £747,000. London analysts predict that Micro Focus, which specializes in software tools

(Continued on Page 13, Col. 4)

Next Month

Next month's *Personal Investing*, to be published Dec. 10, will take a look at key collectible markets and how they are expected to perform in 1985. Also:

■ A report on the luxury apartment market in Paris and how it is changing.

■ Some top analysts list their choices in major stock markets for next year.

■ A look at offshore currency funds.

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In Currency Options, Only the Nimble Survive

A few adventurous investors are testing their skills in this fast-moving market

By Barbara Rosen

MARTIN Hutchinson, an investment banker in London, is always looking for "odd markets" and "special investments" for his personal portfolio of about £33,000. This strategy has already led him into Spanish stocks and lately he has been looking into South Korean markets. Mostly recently, he put about 15 percent of his portfolio in currency options.

As brokers love to say, options offer the investors' ideal: unlimited potential profit with quantifiable risk. As with any option, investors in currency options buy the right, but not the obligation, to buy (call) or sell (put) specified amounts of a foreign currency at a specified price (called the striking price) within a set time period. A call is a bet that the currency will rise; a put is a bet that it will fall. If you predict the currency's movement correctly, your potential profit could be huge. If you are wrong, the option, at worst, simply expires worthless and you lose the premium — the price you paid to purchase the option — and, of course, the broker's commissions.

Mr. Hutchinson, who says he doesn't like to have more than 20 percent of his portfolio tied up in any kind of options, began buying currency options about a month ago. "When I decided that the U.S. dollar was far too high," he says. Since then, he has invested about

\$5,000 in 11 call contracts giving him the right to buy Deutsche marks, British pounds, and Japanese yen.

The underlying concept of options has yet to become popular among individuals outside the United States. The Philadelphia Stock Exchange, the biggest organized market for trading currency options, estimates that individuals account for about 15 percent of the trading, and less than half of those are outside the United States, mostly in Europe and the Middle East.

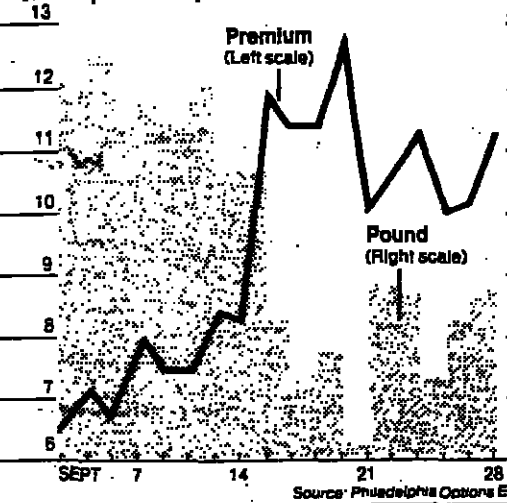
Options contracts on the pound, yen, Deutsche mark, Swiss franc and Canadian dollar, all traded on the Philadelphia Exchange.

In addition, the European Options Exchange in Amsterdam offers trading in dollar-guilder, dollar-pound and dollar-mark contracts, linked with exchanges in Montreal, Sydney and Vancouver, British Columbia. Options on currency futures are traded on the Chicago Mercantile Exchange, something the London International Financial Futures Exchange is also said to be considering.

Most of the currency options business done in London is institutional, but several brokers offer individuals trading in exchange-quoted options. One or two, like Rudolf Wolff Financial Services Ltd., also offer morning trading in

Cashing In on Sterling's Slump

Left scale is the premium in U.S. cents for a December put contract on £12,500 at a striking price of \$1.25. Right scale is the daily London quote for the pound in dollars.



\$1.25. A week ago, he sold both contracts at the premium of 4.5 cents, giving the contract a value of \$562.50. His profit was \$143.75 on each contract, less the brokerage fee and any taxes.

Like many other individuals playing this market, Mr. Hutchinson was familiar with currency markets before he began buying options. "It's just part of my job."

Being a banker, Mr. Hutchinson has access to the kind of electronic gadgetry that can provide him with the latest market information. Such communication can be crucial to the success of a currency-options player, says Victor Levy, a chartered accountant in London. He found out the hard way.

"I probably wouldn't go near [currency options] again," says Mr. Levy. Mr. Levy is a tax specialist who has done work for the Philadelphia and Chicago Mercantile exchanges. When currency options caught his eye, he and two friends decided to do some speculating.

They bought out-of-the-money Deutsche mark calls twice. The first group they sold to limit their losses, the second lot expired worthless. They each lost about \$1,000 on those trades. Mr. Levy says. Two of them later made back about \$400 each on some out-of-the-money sterling puts that they bought and sold in September. But, Mr. Levy says, they have since shifted to stock options, where they are having better luck.

Along with stressing the importance of keeping in touch with market trends, Mr. Levy's advice to would-be investors in currency options is: "If you see a profit, take it."

In addition, he warns, "Don't try to lead a market. Follow it like a sheep if you're a small one. You can't play the market like the big boys play." Lastly, he says, "make sure you get cheap commissions."

BROKERS' commissions on currency options trades are regulated, not fixed, and can range from \$10 a transaction to more than \$100. And if the broker you use is not a member of the exchange on which you wish to trade, you may get charged twice, because the broker will have to connect with a member broker.

In addition, some brokers require minimum amounts for trading.

Finally, check with an accountant to see what tax rules would apply to any currency-options earnings. In Britain, for example, it is unclear whether such earnings would be subjected to a capital-gains tax, in which case the first £5,600 would be tax exempt, or whether they would be regarded as investment income. In the latter case, tax rates can be as high as 60 percent.

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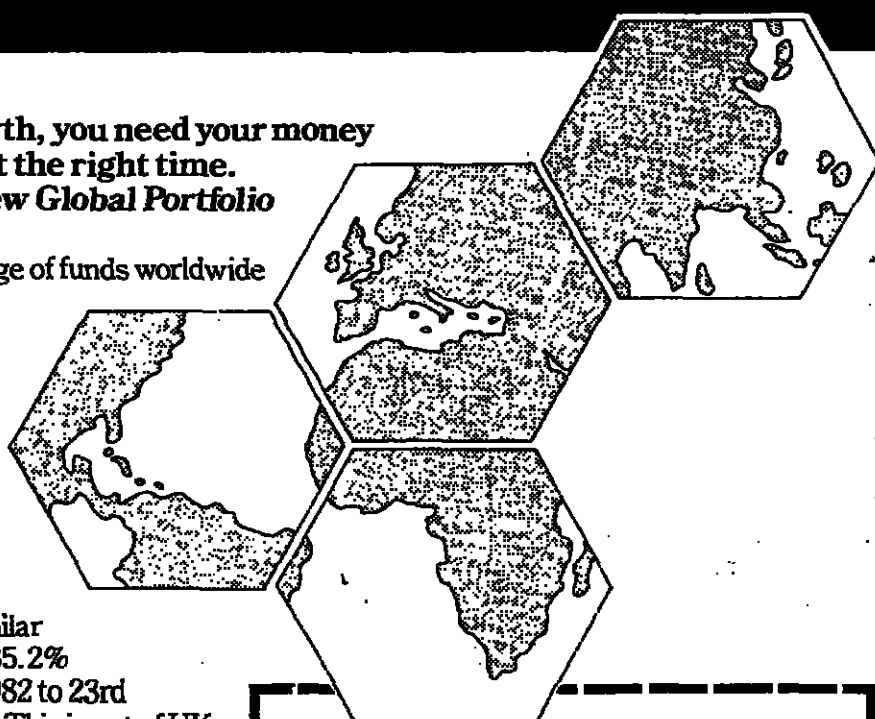
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2000 FOR THE DOW?

During the despair of the 1981 market, Business Week published a featured article entitled "The Death of Equities". Their gloom was shared by the majority of economic writers; in one poll, 80% of analysts predicted that the DJI would drop under 700. C.G.R. demurred, stating, when the "Average" was around 795, that the "DOW WILL TOUCH 1,000 BEFORE HITTING 750".

Joseph Granville, Henry Kaufman and others sorcerers of perdition were at variance with our optimism. Time sustained our prophecy which we updated months ago, forecasting a target of 2,000 by year-end 1986, a rampage that will also escalate secondary and "emerging" equities. We may be unorthodox in debunking the pessimist, but unorthodoxy has "biblical" support.

"What is man?" asked the Psalmist, and replied: "A little lower than angels, crowned with glory and honor". Evangelists of fear will be converted, as Business Week was transformed, when they reversed course, printing an article after the market rocketed called "The Rebirth of Equities".

The professional pessimists will be castigated as "damned villains", oblivious to rainbows and rewards, reading the faded "Death of Equities" as something they wished never happened, "written by a man who wasn't there".

Since late 1981, approximately 90% of equities recommended by C.G.R. have advanced; 92% of shares suggested as "classic" shorts buckled, among them APPLE, COLECO, COMMODORE and TANDY.

Readers who "shorted" the "Quartet" after our researchers dented the Group, realized impressive profits.

Our current letter advises the purchase of senior shares that may be ingested by predators paying a 50% premium; in addition we focus upon two junior issues with the dynamics to vault; emulating a recently recommended "special situation" that spiralled 800% in less than six months.

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NEW GLOBAL PORTFOLIO FUND

FUNDS

'Recovery' Funds: Profiting From Corporate Turnarounds

These unit trusts often score big by taking risks. But timing is important.

By Lynne Curry

BUYING shares in companies that have been on the brink of collapse may not be everyone's idea of a smart investment. But the assumption that there is nowhere for these companies to go but up is all the incentive some investors need.

This optimistic view probably best explains the popularity of Britain's "recovery funds," which specialize in investing in troubled stocks that appear to have gained a new life.

These unit trusts — the equivalent of mutual funds in the United States — premiered in London 15 years ago. The concept of getting in at the bottom and riding a stock to the top has proved so popular that there are now 18 recovery funds offered by British institutions. And the search for troubled prospects has taken on a decidedly international flavor.

Although most funds concentrate on the stock of 50 to 100 British companies, a few international funds also include American stocks and a smattering of shares from the Far East. Despite their diverse origins, these companies have one characteristic in common: All have been dragged down by a major corporate setback, sometimes approaching bankruptcy, but are hoping for a brighter future.

A recovery fund is aimed primarily at the sophisticated investor who does not mind betting on a long shot. They are far more unpredictable than the average unit trust. Even fund managers advise investors to limit exposure to 10 percent of their portfolio. The buyer of recovery funds "should want in for a bit of spice if you like," said Kirsty MacMaster, fund manager of Allied Recovery.

Moreover, it is not the kind of investment for people who seek dividend income. Because it may take time for many of these companies to get back on their feet, a recovery fund aims for capital appreciation. "Recovery funds are always more volatile and speculative, but the potential for increase is higher," said Christopher Clarke, fund manager of Henderson Recovery. "They offer an above-average risk for an above-average reward."

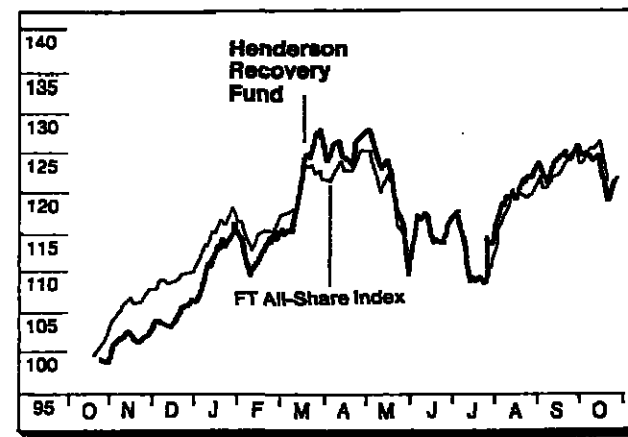
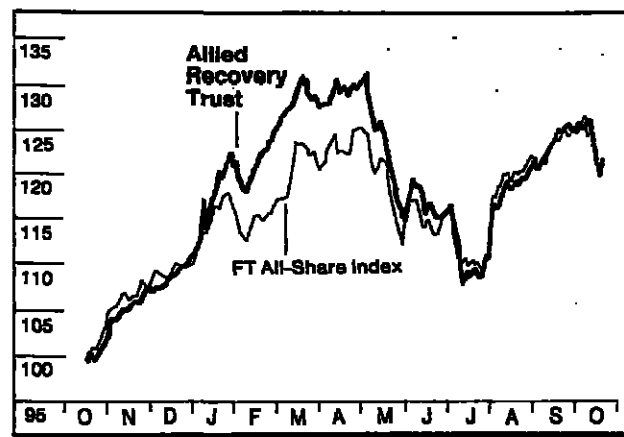
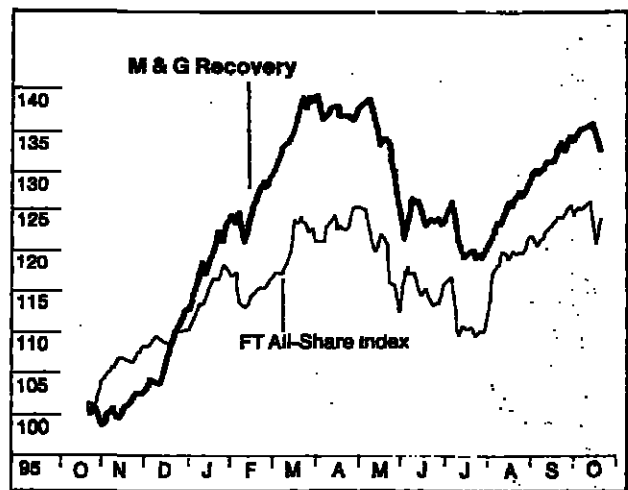
Established in 1969, M & G Recovery Fund is the largest and oldest of the recovery funds and a good example of the risks and rewards of investing in troubled companies.

Like most other recovery funds, the £115-million fund has outperformed the Financial Times All-Share Index. An investor who bought units in the trust on June 30, 1982, and sold them on March 31 this year would have realized a 70.2-percent gain in unit value. By contrast, the FT All-Share Index registered a 62.6-percent gain in the same period.

To produce such a gain, the manager of the fund took considerable risk. In the initial stages after June 1982, fund manager David Tucker backed the conventional wisdom that favored computer stocks by buying second- and third-tier industrial stocks. The decision clearly went against market sentiment and, in fact, the M & G fund did fare worse than the FT All-Share Index.

However, Mr. Tucker stood firm. Eventually, the shares he bought took off when the economic recovery in Britain gained momentum and glamour stocks, like high-technology shares, became too expensive.

Other recovery funds have followed a similar strategy. As the recovery gathered steam in mid-1982, some fund managers bought retailing and building shares, then switched to the manufacturing sector, the area



These three recovery funds tracked by Datastream using a daily index show how they have often been able to outperform the market over the last 12 months. These funds tend to move up faster than the overall market during periods of recovery.

hardest hit by the recession, and subsequently added engineering stocks to their funds.

THE PHILOSOPHY of buying such unfashionable stocks not only went against the prevailing market sentiment, but seemed to defy the economic fundamentals at work in the market. This was especially true in the manufacturing sector, where many small companies failed to survive the recession. The willingness to position themselves far ahead of time, however, has enabled the funds to ride the crest of the recovery.

The kinds of shares that are classified as recovery stocks depend on the unit trust. A decline in a company's share price and earnings does not automatically mean that it will be accepted by a recovery fund.

Some fund managers set tough standards. They only want shares in companies that have experienced some sort of major setback. Then if it looks as if a company may be turning around, it might qualify for inclusion.

"M & G has stuck to its philosophy of going for bombed-out companies," said Anthony Milford, a fund manager of Framlington Recovery. He added that if a fund "has too cautious an approach, it won't get the big winners."

"Some will go bankrupt, but if you have others which are trebling and quadrupling their profits" this will counter the poor performance of the weaker companies, he said. "You only get the winners if you stick your neck out."

Other fund managers are less choosy and include companies whose share prices have been disappointing but have not necessarily been victims of the recession.

Avon Rubber, a rubber-products manufacturer whose profits were largely based on tire sales, is an example of a recovery stock. As demand slipped because of longer lasting tires, Avon Rubber's profits turned into losses until the management decided to shift the product mixture away from tire manufacturing.

Although it still makes tires for more sophisticated sports cars, the company is now producing other rubber products such as rubber skirts for hovercraft for the U.S. Navy and respirators for gas masks.

Another example is Turner & Newall PLC, a brake-lining and car-parts manufacturer whose profits fell on fears that its products were too closely linked to asbestos. The company began to turn around after new

management took over, asbestos substitutes were developed and some of its recent acquisitions were sold off.

Although the biggest emphasis has been on manufacturing stocks, which were hard hit by the recession in 1981-82, other shares have also qualified as recovery stocks. Fund managers mention Midland Bank, which has only recently begun to recover following the troubles it had with Crockford National Corp., its California-based subsidiary.

Other British trusts specialize in purchasing shares in troubled American companies. Two recent favorites of the funds are Singer Co. and RCA Corp. Singer has for years posted losses on its sewing-machine business because it could not compete with Far Eastern makers. To survive, it has shifted its emphasis to the production of aerospace navigation systems and military electronics.

Likewise, RCA, the telecommunications and broadcasting company, began to improve. New management wrote off its money-losing video-disc campaign, and the ratings of NBC, its television network subsidiary, began to rise.

The examples suggest that the success of recovery funds has a lot to do with the economic climate. The best time to buy into one seems to be when the economy is emerging from a recession.

"Recovery funds do outstandingly well in the early part of an economic turnaround," said Paul Nix, who manages M & G's American Recovery Fund. "The time when recovery funds perform less well is at the end of economic expansion."

FUND managers disagree about short-term prospects for investing in recovery funds. M & G believes that although economic growth is likely to slow next year, another recession probably will not occur soon. There are more likely to be periods of varying growth rates, said Mr. Nix.

"With less volatility in the economy and less in the stock market the timing decision of when to buy is less important," he said.

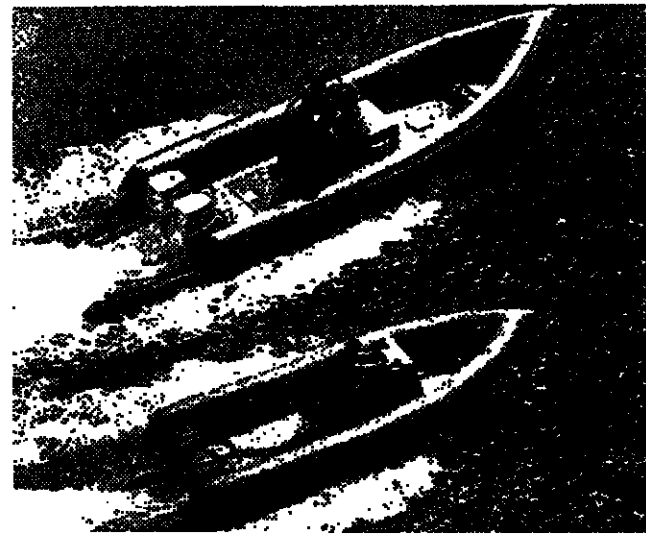
However, with the London stock market near an all time high, corporate earnings strong and dividends rising, now is not the moment to invest, according to Framlington's Mr. Milford. An investor should wait until the stock market and economy are both depressed, he said.

Mr. Clarke of Henderson Recovery believes that 1984 will be the peak year for profits from recovery funds and doubts that they will be as great

next year. He says that the time to invest in recovery trusts is one year after the start of an economic cycle.

Sectors that fund managers are likely to consider are oil and oil-service companies, which have suffered from the declining oil price, industries that have been hurt by the strong dollar and could benefit from its weakening, and technology companies that were damaged by product obsolescence and production problems but could recover with new management.

Still, opportunities become more difficult to find as the recovery advances. "The more mature an economy," acknowledged Mr. Nix, "the more difficult it is to find turnaround stocks."



These boats are products of Avon Rubber, whose turnaround paid off for the funds that bought its shares.

COMMODITIES

Agricultural Options: Off to a Muted Start

By Gordon Bock

LIKE GAMBLERS waiting for a dice table to open, the Chicago traders swarmed ten-deep around a waist-high, fabric-covered ring more than two hours before the commodity world's newest game would begin.

The scene in brokerage firms around the United States played much the way it did in the New York offices of Heindol Commodities, where a senior account executive, Andrew Loza, and a dozen customers huddled in a warren of office cubicles, gazing expectantly at a square, black loudspeaker mounted on the wall. Finally, with the pop of a champagne cork and the ring of a bell, the Chicago Board of Trade began to trade options on agricultural futures for the first time since they were outlawed in the United States 48 years ago.

The CBOT, which is offering options on soybean futures, joins five other U.S. markets making their own forays into agricultural options, which were banned after a series of abuses and scandals in the 1930s. The Mid-America Commodity Exchange, Minneapolis Grain Exchange and Kansas City Board of Trade all offer wheat options, the Chicago Mercantile Exchange (CME) is dealing in live-cattle contracts and the New York Cotton Exchange is trading options on cotton futures. If all goes well, the U.S. Commodity Futures Trading Corp. expects to add live hogs, corn and another soybean option to the list next spring.

The start of trading caps one of the biggest promotional and marketing efforts ever made by the commodity exchange, with the CBOT and CME plunking down a combined \$5 million for brochures, slide shows and seminars to explain what many investors regard as a strange new animal known as an agricultural option.

Any option gives investors the right — but not the obligation — to buy or sell a futures contract at a later date for a pre-determined price. In exchange for this right, the investor pays a nonrefundable premium and a broker's commission. A "call" option gives you the right to buy at that pre-determined price, known as the "striking price." A "put" option gives you the right to sell at the strike price.

For the private investor, options hold a special attraction over the more unpredictable futures market because they bear far less risk and carry more insurance against potential personal disaster.

Consider an investor who believes soybean prices are going to rise, so he buys a call option for one 5,000-bushel contract. If he turns out to be wrong and soybean prices drop, say, from \$6.50 to \$5.50 a bushel, an options trader would lose a premium of \$1,250, while a futures trader who made the same bet would lose \$5,000.

The markets' dullness didn't help

Conversely, of course, if a bearish investor guessed correctly for the 5,000 bushels, he would have made \$5,000 trading in futures and would have had to settle for \$3,750 trading options — \$5,000 minus the \$1,250 premium.

COMMISSION costs on options vary widely. For the soybean contract example, Prudential-Bache would charge a total of \$162.50 — \$62.50, or 5 percent of the premium, on the buying side and \$100 to sell. The identical transaction could cost anywhere from \$45 to \$250 depending on the broker.

For all the hoopla, early trading has been muted. When the CBOT inaugurated options on U.S. Treasury bond futures two years ago, 4,000 contracts changed hands the first day. A recent day saw a volume of 21,000. First-day agricultural options struggled to achieve a volume of 150 contracts in cotton, 286 trades in wheat, 422 in cattle and a more encouraging 3,000 transactions in soybeans. It is the last two that analysts expect to wind up being the hottest new options, with comparably higher premiums.

The sluggish start surprises few analysts. Many feel it reflects the same overall condition in the commodities market due to big crops, slack export demand and the dollar's strength.

One investor viewing the action from afar is Stuart Dunkin, 39 years old, a full-time speculator and expert backgammon player who approaches agricultural options with the same studiousness he uses to analyze a backgammon opponent's moves. "It's all mathematics, statistics and strategy — in options and backgammon," Mr. Dunkin says. "I have to sit back and watch this market until I see more volume."

Mr. Loza of Heindol says most of his private clients are adopting similar wait-and-see attitudes toward agricultural options. "It's like fighting in a war," Mr. Loza says. "If you're the first guy over the wall, you have the best chance of getting killed."

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Pacific Basin	\$ 1.09	0.6
Int. Growth	\$ 1.02	0.6
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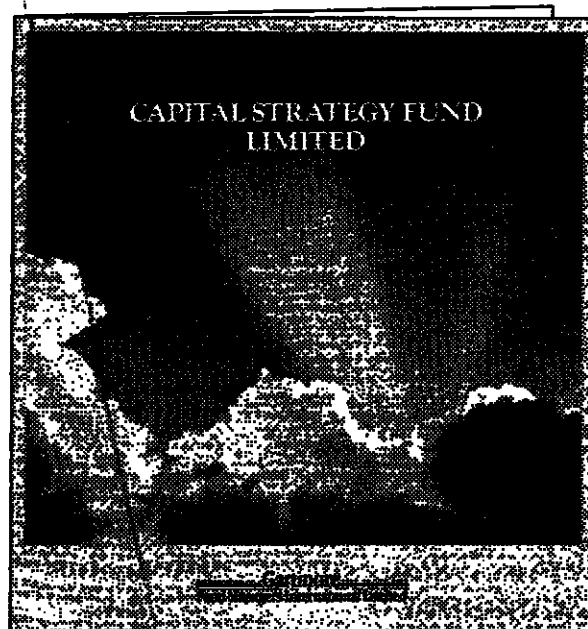
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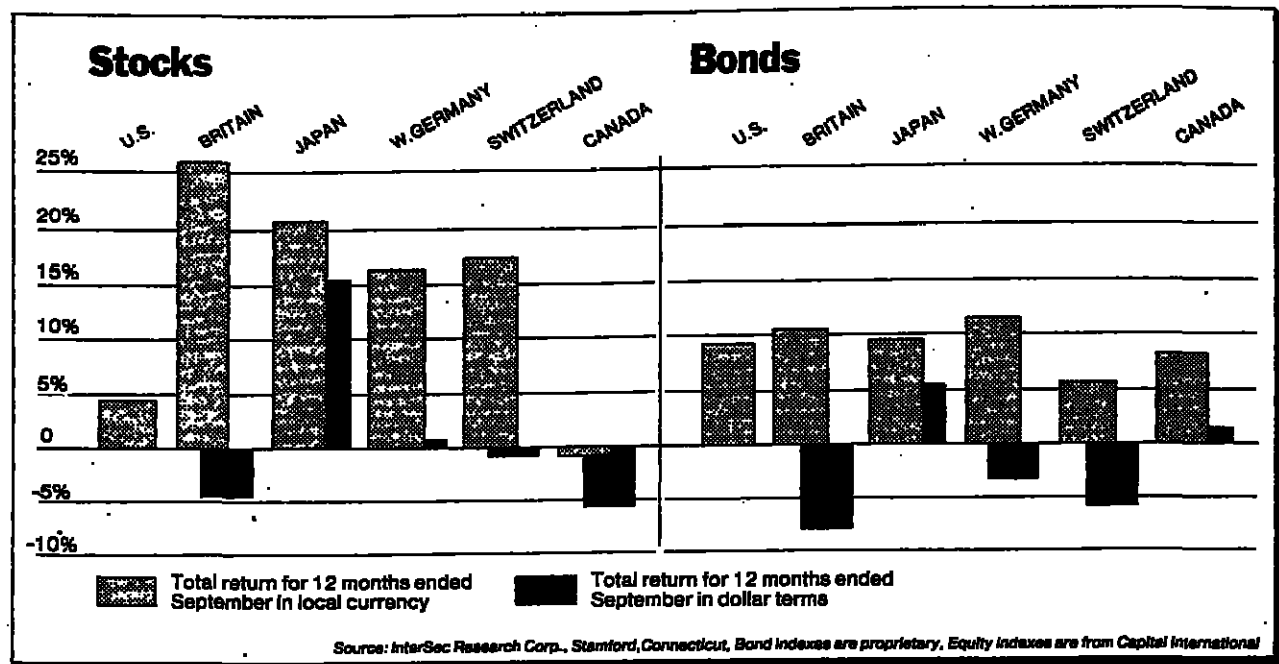
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CHART TALK

Comparing Total Returns



Total return is a measure of performance that reflects both the changes in prices and the income they provide, either in dividends or interest. It can be used as a broad gauge of the relative attractiveness among markets.

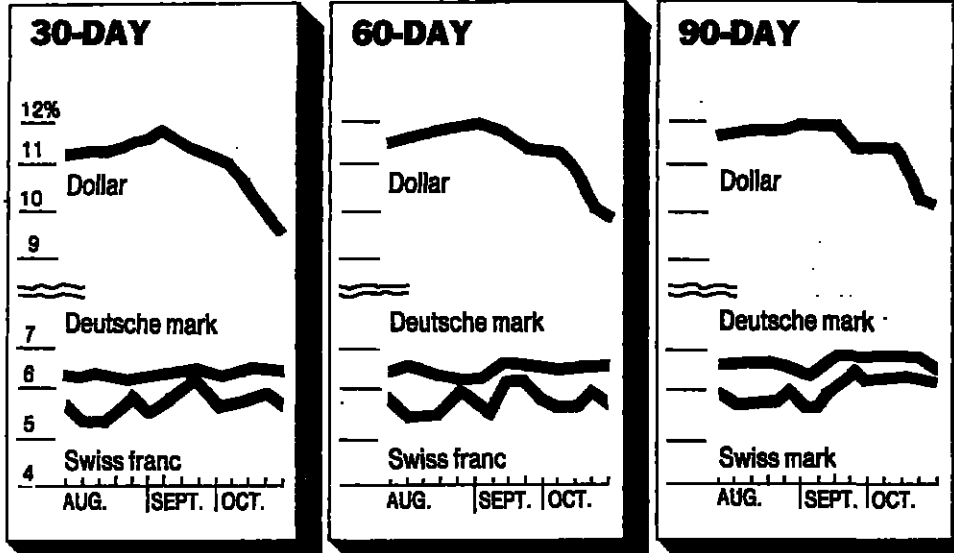
The chart above illustrates the performance of stock and bond markets in six leading industrial nations in the 12-month period ended in September. It represents the absolute rate of return in terms of local currency and dollars. As such, it is not adjusted for inflation or local taxes.

Gains and losses were measured by comparing market indexes at the end of September with those at the end of September of a year earlier. The chart does not take into account fluctuations in the markets during the 12 months.

The biggest changes in September's chart came in Britain, where total return in local currency rose to about 25 percent for stocks in the 12 previous months, up from about 22 percent in the 12 months to the end of August.

Eurocurrency Deposit Rates

Interest rates for minimum deposits of one million units. Quotes on smaller amounts can vary substantially. Provided by Noonan Ashley Pearce.



October's Leaders and Laggards

The decline in oil prices, disappointing earnings and takeovers buffeted world stock markets in October. But in New York, the gyrations left the markets about where they had been when the month started.

The Dow Jones industrial average ended the month at 1,207.38, up only marginally from 1,207.71 on Sept. 29. The same was true of the Standard & Poor's composite index, which ended the month unchanged at 166.10.

Christiana Cos., a San Diego-based land developer, vaulted into the top spot on news that TransAmerican Capital had bought a stake in the company. Tiger International was among the airline issues that firmed on the expectation that lower oil prices would reduce fuel costs.

On the losing side were a number of technology companies. Novo Industri, the Danish biotechnology company, joined shareholders with predictions that its sales would fall below its projections. Storage Technology, the computer maker that filed for protection from its creditors, slid 64 percent.

In the over-the-counter market, a few small computer shares advanced, among them Dyan. Kodak agreed to market Dyan's floppy disks, used for computer memory devices. Then Dyan agreed to be acquired by Xerox.

In London and Tokyo markets turned in much stronger showings than Wall Street during the month. The Financial Times Industrial Ordinary Index climbed to 888.0 from 864.40, despite the unresolved coal strike and shaky oil prices. A drop in interest rates helped the move upward.

Shares in Curry's, the electrical retailer, were driven up by bidding from Dixons. After an initial bid was rejected, Dixons tried again with an offer in cash and shares valued at about \$230 million (\$287 million). Builders such as George Wimpey and Barratt Developments also were market leaders. The big casualty on the London Stock Exchange was Johnson Matthey, the precious-metals and chemicals group whose banking arm was rescued by the Bank of England.

Stocks in Tokyo surged in October as the yen strengthened. The Tokyo Stock Exchange's market index rose strongly to 860.44, from 825.66 in October.

Pharmaceutical and bank shares were big gainers, while consumer electronics and machine makers were big losers.

Gainers and Losers

The stocks on the New York, London and Tokyo exchanges that showed the largest percentage gains and losses in October.

GAINERS			LOSERS		
Symbol	Percent Gain	Oct. 31 Price	Symbol	Percent Loss	Oct. 31 Price
New York Stock Exchange					
Compiled by Media General Financial Services. Prices in dollars.					
Christiana Cos.	62	9.13	Storage Technology	64	4.06
Tiger Int'l	49	8.75	Novo Industri	35	27.88
Careless Group	49	15.83	Western Co.	31	5.33
Adams Drug	33	24.25	Omicare	29	8.65
Pantry Pride	29	5.50	C-S Inc.	28	8.36
Orange-Co.	27	10.83	Allie-Chalmers	28	7.50
Moskale	25	4.38	Varco Int'l	28	2.63
Pacific Scientific	24	16.25	Lehigh Valley	27	3.00
Grow Group	23	17.50	Mohawk Data	27	10.25
Eastern Air Lines	23	4.75	Inspiration Resources	26	5.00
American Stock Exchange					
Compiled by Capital International. Prices in pence.					
Barnes Engineering	35	3.88	Fitchburg Gas	39	10.38
Swanton	33	8.00	Teleconcepts	39	8.38
Continental Airlines	29	8.38	Datsaproducts	31	15.15
ICI Corp.	29	64.00	TII Industries	31	9.25
Sterling Extruder	29	15.75	American Metals	30	13.25
Over the Counter					
Dyan	100	9.00	Doctors Offenders	55	2.50
Yor Research	77	5.75	Convergent Tech.	51	8.88
Genetic Engineering	67	3.13	Westside Bancorp.	47	4.75
Scarfarma	55	6.00	Scientific Computers	47	5.58
Continental Health	55	6.00	Hyde Athletic	43	3.75
London Stock Exchange					
Compiled by Capital International. Prices in pence.					
Currys	57	414	Johnson Matthey	37	151
DRG	27	162	United Scientific	27	196
Rowntree Macintosh	18	384	Telephone Rentals	16	188
Whitbread	17	191	De Beers	15	396
Burton Group	18	451	Charterhouse Roth.	12	400
George Wimpey	18	118	Mercury Securities	9	212
Besse	16	420	TII Group	9	171
Barratt Developments	14	94	Commercial Union	9	226
Tootal	14	58.5	British Oil	9	403
Booker McConnell	13	215	Hawker Siddeley	9	403
Tokyo Stock Exchange					
Compiled by Capital International. Prices in yen.					
Mochida Pharmaceutical	41	13,100	Matsushita Comm.	16	2,980
Suntomo Bank	40	1,290	Victor Co.	15	1,950
Daiichi Sanyaku	35	2,230	Murata Mfg.	14	1,950
Ono Pharmaceutical	32	11,400	Matsushita Elect.	13	2,790
Tanabe Sanyaku	31	1,250	Pioneer Electronic	12	2,330
Nippon Seiko	25	721	Amada	12	1,150
Ebara	25	390	All Nippon Airways	11	355
Ito Han Provisions	24	574	Omyon Tetsu	10	2,180
Banyu Pharmaceutical	24	1,020	Makino Milling	10	1,350
Fuji Bank	23	1,120	Nitto Electric	9	2,130

With Dollar Outlook Unclear, Investors Look for Safety Nets

(Continued from Page 9)

Michael Rosenberg, vice president and manager at Merrill Lynch Capital Markets. "The question is whether or not this will continue to underpin the dollar."

Odds are that the dollar will weaken considerably at some point, but most investment strategists believe that it is premature to abandon the U.S. currency. There is no way of gauging how far the dollar would fall once it began to

descend, and it may never sink to its 1980 level of 2 DM.

Adding to the confusion is strong sentiment in some quarters that the dollar could edge even higher. Jan M. Donker, senior investment manager at Roreto, an international bond fund sponsored by the Rotterdam-based Robeco Group, expects the dollar to rally now that the Reagan administration has won another term. Though he believes the dollar is overvalued, "my bet is that it's not over."

What should an investor do? Nothing, says Suresh L. Bhurud, chief portfolio strategist at First Boston Corp. He argues that economic growth in the United States may be slower but that it is still stronger than in Europe. And low inflation and political stability in the United States, Mr. Bhurud says, will remain long after interest rates decline. In other words, there may be no reasonable alternative to the dollar until the European recovery shows more depth, possibly by 1986.

Elaine Gazarelli, senior vice president at Shearson Lehman/American Express, has identified seven out of 60 industry groups she tracks as the likely beneficiaries of a weaker dollar because of their dependency on foreign sales.

Mr. Bhurud also sees a drop in the dollar as a "kicker" for U.S. companies whose export earnings have shriveled because of the high dollar. Buying shares in such companies, he said, would be one of the simplest ways to hedge against a dollar decline.

Those who are not reassured by the confidence expressed by analysts like Mr. Bhurud can take some simple steps to minimize their currency vulnerability without forsaking the dollar. Perhaps the simplest is selling stocks and buying bonds. Analysts point out that a number of institutions have already taken this step to lock in the current high yields available on fixed-income securities. And the return could be high enough to offset losses from currency translations. In addition, if U.S. interest rates decline further, as many analysts expect, bond prices will rise.

Another strategy gaining favor is buying warrants, or options, on Eurobonds. With warrants, a bond buyer puts up as little as 4 percent of the price of the bond for the right but not the obligation to buy a dollar-denominated bond in the future. In the meantime, the balance outstanding is invested in another currency as a hedge. If the dollar drops significantly, an investor only loses the premium that was paid up front.

True bears, however, probably feel obliged to trim the dollar portion of their portfolios. If so, Merrill Lynch's Mr. Rosenberg suggests fixed-income paper, preferably denominated in Deutsche marks or European currency units, which reflect the value of a basket of eight European currencies.

The yields, he says, are among the closest to dollar-denominated Eurobonds, with 10-year West German domestic paper yielding about 7.60 percent, while a comparable ECU Eurobond earns about 10.45 percent. In contrast, a 10-year dollar-denominated Eurobond yields about 12.50 percent. Japanese-government bonds are another alternative, Mr. Rosenberg says, but the mark and other European currencies will likely bounce higher than the yen if the dollar falls.

Selecting an adequate hedge among equities is a lot riskier. The markets in countries whose currencies are likely to gain most from a dollar decline are generally less responsive than Wall Street. Stock prices also tend to be higher, with average price-earnings multiples in Japan double the level in the United States.

Nevertheless, David Testa, president of T. Rowe Price's International Fund, is convinced that a drop in the dollar will touch off rallies in some equity markets around the world, though he admits that the returns will be uneven.

Even though the mark is seen gaining most from a fall in the dollar, Mr. Testa is not especially fond of German stocks. "The problem in Germany is that it's hard to get excited about individual stocks," he said. "There's too

many large diversified corporations or closely held companies. German markets just aren't dynamic."

Mr. Testa prefers the Japanese market and has built up a significant exposure in yen-denominated securities, equivalent to 40 percent of the open-end fund's \$180 million in capital. He shies away from the high priced end of the market such as technology issues.

Instead, he searches for stocks that have yet to gain celebrity status among world investors or are bound to benefit from lower oil prices. Mr. Testa says Japanese utilities, like Tokyo Electric Power, will offer good value if the dollar drops.

Selectivity is crucial if an investor is entering a new market because of dollar fears. William E. Holzer of Scudder, Stevens & Clark's International Fund points out that a weaker dollar could spell trouble for a lot of European and Asian companies by improving the price competitiveness of U.S. concerns while reducing the appetite of American consumers for foreign goods.

They include cosmetics, pharmaceuticals, soft drinks, chemicals, computers and business machines, semiconductor and construction machinery. As an example of the potential benefits, Miss Gazarelli said a 10-percent drop in the value of the dollar will double the earnings growth rate for the first four groups.

She said some of the companies that stand to benefit most from a weaker dollar include International Flavors & Fragrances, Gillette, Coca Cola, Motorola and Dow Chemical.

Those who are not reassured by the confidence expressed by analysts like Mr. Bhurud can take some simple steps to minimize their currency vulnerability without forsaking the dollar.

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THE BOURSES

In Canada, Dashed Hopes



Even the election of a pro-business prime minister has failed to stir the market

By Fred Langin

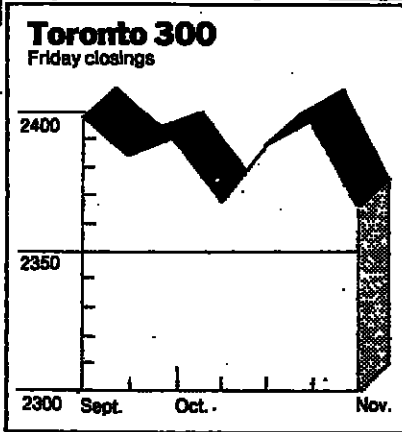
NO WHERE, it seems, have this year's sluggish commodity prices taken a higher toll than on Canadian stock markets.

Even the election in September of a conservative government in Ottawa failed to translate into the kind of resurgence in equity prices some observers had hoped for.

Even traditionally bullish developments in the neighboring United States have failed to stir the market. "It's the first time since 1960 that the Toronto market fell in a United States election year," said Richard Anstett, who is in charge of the index for the Toronto Exchange.

The Toronto Stock Exchange 300, a list of 300 stocks that one broker described as "the only 300 companies worth owning in Canada" was off 7.71 percent at the end of October. The performance at Canada's four other exchanges has been equally dreary.

One measure of the bearishness has been the sharp slump in volume this year. The Toronto exchange traded 1.7 billion shares in



sector, which has been gaining because of lower wage costs. Ford Canada has been trading at around 125 dollars compared with 79 dollars last January. Hays Dana, an auto-parts maker, is another bright prospect mentioned by analysts.

The bearish sentiment is understandable. Companies dealing in natural resources make up the largest sector on Canadian stock markets and the recent declines in mining, oil and gas shares reflect the underlying weakness in commodity prices. Not surprisingly, the lopsided nature of the market tends to affect the mood of the entire exchange.

Moreover, the new hope of Canadian investors, high-technology stocks, were hit even harder. Some shares have become almost worthless since the start of the year.

Analysts see little hope of a quick turnaround. "The bond market will drag the stock market up a bit but there won't be a big market play here until 1986," said Derek Russell, of Dominion Securities Pitfield.

INTERNATIONAL oil-price wars and the seeming inability of the Organization of Petroleum Exporting Countries to shore up crude prices spell trouble for the oil companies, which once had been major attractions. The Toronto Stock Exchange's oil and gas index is off 7.61 percent so far this year, with most of that slump coming in the last month.

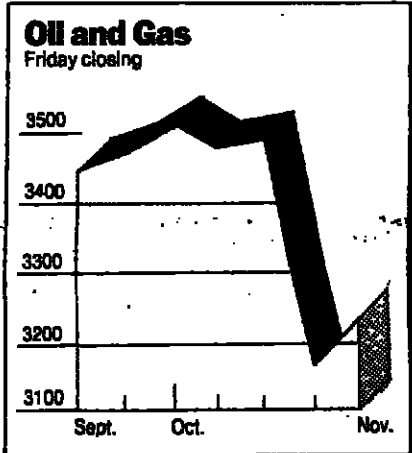
But statistics do not tell the whole story. The oil and gas index is mainly a measure of the large integrated oil companies such as Imperial Oil, 69-percent owned by Exxon, and Gulf Canada.

Those companies' shares have had just a gentle drop, with Imperial going from 45 dollars to 43 dollars in the first 10 months of the year. Likewise, Gulf Canada was at 14 dollars at the end of October, down from 17 dollars on Jan. 1.

It was the smaller companies that took a drubbing. Ranger Oil tumbled 7 dollars from 14 dollars in 10 months; Oakwood Petroleum dropped to 15 dollars from 24 dollars. The biggest loss for the year was a small oil company, Trans Western Exploration, which started the year at 1.95 dollars and was last selling for about 10 cents.

Domestic developments added to oil company problems. Analysts point out that gasoline price wars in Canada ate into profits for most of the year.

The discovery by Gulf Canada of a large oil deposit in the Beaufort Sea, which is in the



the first 10 months of the year, down 2 billion shares from the level of a year earlier. And more shocking for the brokers is the dollar volume of trade: 21.7 billion Canadian dollars (\$16.6 billion) of shares traded hands, down from 25 billion dollars last year.

"If we don't have a big market in 1985," says one broker, "the biggest disaster of 1985 could be the brokerage firms themselves."

The only bright spot has been the auto

sector, which has been gaining because of lower wage costs. Ford Canada has been trading at around 125 dollars compared with 79 dollars last January. Hays Dana, an auto-parts maker, is another bright prospect mentioned by analysts.

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Tracking Tech On the Bourses

(Continued from Page 9)

for computer programming, will more than double pretax profit for fiscal 1984 to at least \$5 million, from \$2.35 million in the year ended Dec. 7, 1983. Sales in 1983 were \$9.01 million, only a little more than the first half of the year.

These sharp increases offset the otherwise forbidding price-earnings multiple of 41. The share price, which closed at 880 pence Oct. 31, has gone from a low of 240 pence in 1983 to a high of 930 pence this year.

Micro Focus has succeeded where many other British companies have failed by expanding into the huge U.S. and Japanese markets. In 1983, the United States accounted for almost 60 percent of Micro Focus's sales. Japan represented 27 percent.

glamour of whirling computers, they are profitable. Despite competition in Europe from strong U.S. companies such as E.R. Squibb and Abbott Laboratories, Coloplast increased sales 55 percent to 316.2 million kroner (\$29.7 million) in the year ended June 30, 1984, from 204.5 million kroner the previous fiscal year.

Coloplast is getting aggressive. In the past 12 months, it has opened subsidiaries in West Germany, the United States and Sweden. Spain is next. It already had operations in Britain.

"We used to be production oriented," says a company official. "Now we're marketing oriented."

The price of the company's stock has risen to 2,020 kroner per

STILL, there are potential pitfalls, such as a possible entry by International Business Machines into the software-tool market.

Another British company that has distinguished itself by successfully competing with U.S. concerns on their home ground is Computer and Systems Engineering, supplier of data communications networks.

Computer and Systems Engineering started off by importing modems from Paradyne of the United States. Then, after a disastrous foray into word processing in 1982, it acquired Rixon, a U.S. data-communications company, from Schlumberger. It then began taking on companies like Paradyne in the United States.

"It's shown itself to be two years ahead of the competition," says Douglas Hawkins, an analyst with James Capel & Co., a London brokerage. "It doesn't reinvent the wheel every time, but it invents a better wheel."

Demand for data-communications products is growing an estimated 40 percent a year, and Computer and Systems Engineering's revenue is expected to increase at about the same rate or better, according to industry watchers.

But not all the growth stocks are in information processing. Consider Coloplast, a Danish company that has found a niche in specialized medical products.

One of Coloplast's main products is a device called an ostomy bag for patients who have had parts of their stomachs or bladders removed. Other products include items for dressing wounds and sores.

While these products lack the

Coloplast has found its niche

100 shares from 1,150 kroner when it was introduced on the Copenhagen Stock Exchange in May 1983. Coloplast is expected to issue in December 50 new shares for every 100 shares now owned.

Increased attention is also being paid to another, more established Scandinavian company moving into profitable new markets. Finnish Sugar Co., which is known for its food and animal-feed products, is becoming increasingly successful in the sweeter and starch-enzyme businesses. Although it has had problems getting approval for marketing the sweeter Xylitol, the company now says that obstacle has been removed.

Finnish Sugar has entered the

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Low Profile, High Promise

Company	Business	Where Traded	Stock Price on Oct. 31	Price/Earnings Multiple
Finnish Sugar	Supplier of food, feeds, sweeteners and starch enzymes	Helsinki Stock Exchange	100 Finnish marks	7
Coloplast	Maker of surgery-related products	Copenhagen Stock Exchange	2,020 Danish kroner per 100 shares	14
Electronic 2000	Distributor of electronic parts	Munich Stock Exchange	250 Deutsche marks	14
Computer and Systems Engineering	Maker of communications products, including multiplexers, modems and data networks	London Stock Exchange	295 pence	23
Micro Focus Group	Producer of software, primarily based on COBOL language	London Stock Exchange	880 pence	41

U.S. starch-enzyme market by taking business away from Denmark's Novo Industri, which recently reported a sharp drop in profit. Novo formerly supplied starch enzymes to Archer Daniel Midland in Decatur, Illinois. Now, through a joint-venture agreement with Nabisco Brands, Finnish Sugar is licensing the use of Finnish enzyme technology to Archer Daniel Midland, which has 40 percent of the U.S. corn-syrup market.

The price for unrestricted Finnish Sugar shares available to foreigners was 100 Finnish marks (\$16.20) on Oct. 31, up from 92 marks, when 1.8 million shares were issued in a private placement

across Europe in November of 1983.

Carnegie Foodkommission, the Stockholm brokerage house responsible for part of the private placement, estimates that 1984 per-share earnings will be 14 Finnish marks, up from 11 marks per share in 1983. Carnegie also predicts that net will rise to 17 marks per share in 1985.

Finnish Sugar is building up its international operations, which until now have been insignificant. "This is a major growth area," says Jukka Koivumäki, manager of the company's new international division, who predicts at least a 50-percent increase in international sales next year.

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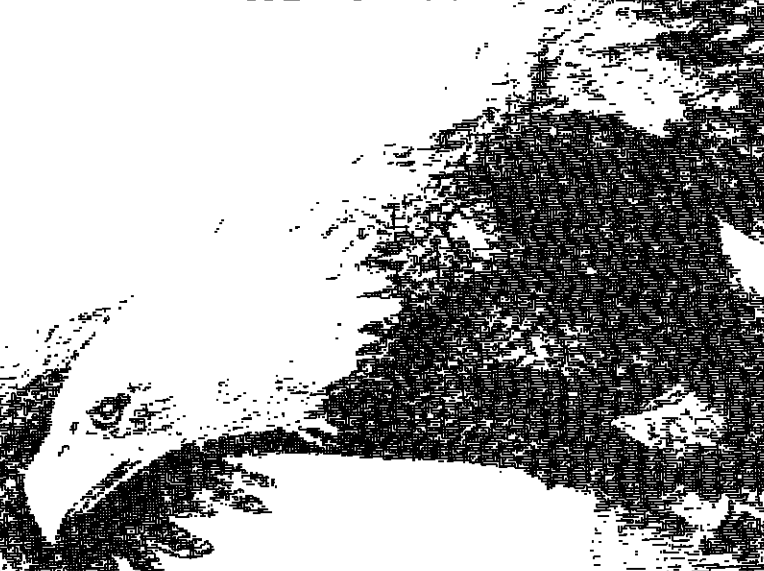
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PROFILE

Hans Mast: The Recovery Is Shifting

Fittingly, his office sits squarely on Zurich's Paradeplatz, ground-zero of the Swiss financial community. At 64, Hans Mast, the senior economist at Credit Suisse, is the doyen of his trade in a country that survives largely by its financial wit. A genial pragmatist, Mr. Mast, who joined Credit Suisse in 1947, has enjoyed a rare view of the inner workings of the world's financial system. In an interview with the International Herald Tribune, Mr. Mast was generally optimistic. The economic developments in the U.S., he felt, only showed that the system was working. Furthermore, he is convinced that the past few years of global economic turmoil have had some beneficial effects. Says Mr. Mast: "The world is a safer place than it was yesterday." On other topics:

Question. Some economists in the U.S. are speaking of a growth recession. What is your view on the American economy?

Answer. "Growth recession" is just a new-fangled term for a slow down, and, yes, a noticeable slowdown is already taking place in the U.S. We expect zero growth for the first half of 1985 and we do not exclude the possibility of negative growth in the second quarter.

In such circumstances, we foresee a slight rise in unemployment, possibly to 8 percent of the work force. But, then, in the second half we expect a resumption of real growth, probably in the range of 4 percent. So for the year, the U.S. will achieve roughly a 2 percent increase in GNP.

Q. What will stimulate the resumption of growth?

A. First of all, a decline in American interest rates. Of course, we do not expect a dramatic fall. They will remain high with respect to the long-term range at 10 percent or so. But even modest declines will have stimulative effects, notably on consumer buying on installment plans and residential construction.

Q. How do you view the recoveries in Europe and Japan?

A. With considerable optimism. These are not fast recoveries, but they are solid and have stamina. Western Europe achieved a 3-percent growth rate in the last half of this year, and we are looking for that tempo to continue throughout 1985 with a tailing off toward the end of the year. For Japan, we are expecting a slight decline from the present rate of 5 percent during next year.

A historic reversal of roles is taking place. In the first half of next year, for the first time in many years, the European and Japanese economies will probably be growing at a faster pace than the American. This development will exert a powerful demand-pull on the U.S. economy



Hans Mast in his office: "The crisis atmosphere was probably essential."

and attract American exports, especially if the dollar grows somewhat weaker.

Q. Which sectors are likely to benefit the most in Europe from the continued recovery?

A. Export-oriented industries are first in line. We expect Europe to maintain and even improve its export penetration after the second half of '85. At present European currencies are undervalued against the dollar, and we see substantial import orders. We look for the most noticeable improvements in pharmaceuticals, all sorts of consumer-oriented sectors and services, including banking.

On a country-by-country basis, Germany is improving, and we are hopeful about France. In Britain, much depends on the outcome of the miners' strike. Even so, the European recovery will have little effect on the level of unemployment, which will remain high.

Q. Many experts feel that the U.S. currency has peaked. Yet, isn't it odd that investors in fixed-rate dollar securities seem in no rush to take their profits or hedge their bets?

A. Why should they? Given the high differential between American and Swiss interest rates, investors have no reason to move out quickly. Even in Deutsche marks, the differential is 4 percent in favor of U.S. securities. This large margin between dollar returns and those on Swiss franc and DM-denominated securities provides a considerable cushion. So, too, does the capital gain resulting from lower interest rates.

Also, there is the question of whether the investor expects a soft or hard landing of the dollar. Because the climb of the dollar since 1978 has been until recently relatively steady and orderly, most investors seem to think its decline will be the same way.

You must also remember that many of them went into dollar securities when the U.S. currency's rate was 1.80 to 2.00 Swiss francs. Therefore, those portfolios still look very, very good. Even for investors who bought at 2.50 to the dollar, the interest differential means that the dollar

would have to decline 8 percent against the Swiss franc before the dollar investment provided a yield as low as a Swiss fixed-interest security. If you recalculate the interest differential for three years, the dollar could fall to 1.80-1.90 Swiss franc in 1987 before actual losses could occur, thus giving investors ample time for decision.

Q. Some observers say the dollar's value, though high, reflects a new equilibrium in the world economy. How would you respond to that view?

A. Quite the contrary. The problem is that none has been established. In the early '80s, we had what we thought was an acceptable rate of 1.80 to 1.95 Swiss francs to the dollar, and that this rate more or less accurately reflected purchasing power and the relative balances in current accounts among the major trading nations.

Now, as the dollar has risen as high as 2.57 Swiss francs, we see great discrepancies and imbalances. Huge current-account surpluses are being built up in Japan, Europe and even in some of the developing countries, while the U.S. is showing huge deficits.

But the currency rates have not yet adjusted to correct these imbalances. Until they do, the high-priced dollar, which is pulling imports into the U.S. at a tremendous rate, will handicap and damage many American industries and increase the pressures for protectionism in Washington. At the same time, debtor countries are suffering from the high price of the dollar.

Q. Since the world banking crisis began to dominate headlines two years ago, the global economic system has survived several scares and remained intact. Is the worst behind us or ahead of us?

A. The worst didn't happen but also it is not in front of us. Actually, we have not been experiencing a global banking crisis. The banks that have gotten in trouble did so because of bad loans at home, not because of foreign borrowers. Nor have we had a debt crisis in the sense of overindebtedness.

What we have been experiencing is rather a debt-management crisis. In some respects it has been overdramatized, but perhaps with good reason. The crisis atmosphere was probably essential to drive home a number of important points. The borrowers have learned that they cannot rely on endless credit from abroad to finance an unbalanced current account or grandiose and uneconomic projects.

They also learned that they would be worse off if they did not arrange their debts with their creditor banks and countries than if they did. Western governments in their turn now recognize that they have the responsibility for their own banks as well as for establishing an environment that does create a relatively prosperous world economy. Finally, the banks have learned that loans cannot be liquidated at a stroke but that they rather have to add to their commitments.

SOMETHING DIFFERENT

Why Wine Is Booming

By Robin Duthy

THE VINEYARDS of France have been tended more lovingly than any land on Earth and produce some of the wonders of the gastronomic world. For the investor in fine wines, those wonders have proved as pleasing to the pocketbook as they are to the palate.

An economic recovery and a spreading knowledge and interest in wine have conspired to push wine prices to impressive levels. The 1961 "first growths" now bring around \$2,800 a case at auction compared with \$450 in 1975. Since then the Vintage Bordeaux Index, which measures 20 top châteaux through three outstanding vintages, has climbed 425 percent — equivalent to 20-percent annual growth. The indifferent 1967 and 1969 vintages have risen only half that rate.

In London, wine drinkers buy young wines from their retailer, sell part of their holding at auction a few years later and reinvest in new young wines the retailer is then offering. With prices rising 20 percent annually for so long, many investors have been able to carry out this trading program year after year, covering the costs of the fine wines they consume with their profits from the auction.

These auctions provide an efficient two-way market in physical wines of any age. The expenses of an in-and-out investment, including selling commission, buyer's premium and taxes, fall in the 18-to-25-percent range. Christie's, whose charges are generally lower than Sotheby's, hold regular sales in London, Amsterdam, Geneva and Chicago.

Investors get their first chance to buy the young Bordeaux wines six months or so after the grapes have been picked. Wine merchants will be offering the 1984 vintage *en primeur* next spring. At that time the wines will still be maturing in barrels at the châteaux, so the buyer gets a piece of paper establishing his title to so many cases of a certain chateau's wine when it is shipped two or three years hence.

Until the wine is physically available in bottle, wine futures are traded between brokers, merchants and shippers on the Bordeaux market. Turnover has been heavy this year in the superb 1982s and the promising 1983s. Interest in those vintages rose further when this year's failure of the Merlot grape began to signal a sharp drop in production.

But demand was strong long before this year's setback. The fact that the European Community has accumulated a "wine lake" reflects falling consumption of everyday wines in France, Italy and Spain and has little to do with the quality wines of Bordeaux.

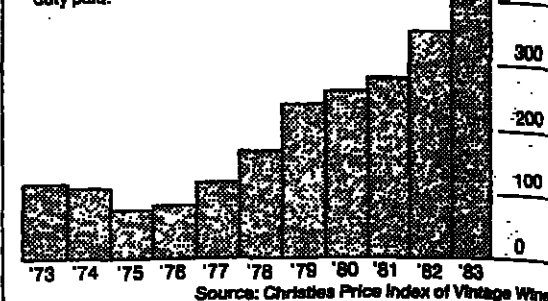
For centuries the names Lafite, Latour, Margaux, Mouton Rothschild and Haut Brion have been known to connoisseurs; recently several wine publications have made them familiar in a vastly wider range of households. As a result, some wine merchants are finding them easier to sell than to buy. Most investment interest is focused on the châteaux accorded first or second growth status in the 1855 classification of the Médoc, together with three from other regions: Châteaux Ausone, Pétrus and Cheval Blanc.

A big part of the strong demand is coming from Americans. For the last two years the sliding value

Some Very Good Years

Château Latour 1970 Vintage

The median London auction price in pounds for a dozen bottles, duty paid.



of the pound against the dollar has turned London wine auctions into a bargain basement for American buyers. In sterling terms, the Vintage Bordeaux Index is up no less than 700 percent.

The performance of wine prices is not so surprising, for fine wine has strong investment credentials. In the first place, supply is just about fixed for all time. Nearly every corner of France has been planted with vines, yet only a few thousand acres have been found with the soil and microclimate needed to produce great wine. And within that area the official *Code du Vin* limits the amount of wine that may be made.

Another obvious but important point about wine as an investment is quite simply that it gets drunk. The existing stock of other alternative investments such as paintings by old masters and Georgian furniture is static; that of gold and diamonds, above ground at any rate, is growing. Fine wines, on the other hand, get rarer all the time.



In 1985's first half, for the first time in many years, Europe and Japan will probably be growing faster than America.



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EUROBONDS

Eurobond Market Week
Ends on Note of Confidence

By CARL GEWIRTZ

PARIS — The Eurobond market went full circle last week — opening on a wave of euphoria about the impending decline in interest rates, then sinking as short-term rates actually hardened and finally recovering as confidence in the inevitability of a decline again swept the capital markets.

The recovery occurred too late in the day Friday to enable underwriters to unload much of their very sizable stock of unsold paper, but at least they could sleep easier with the expectation that inventories would be run down this week.

The renewed optimism was triggered by Friday's news that the U.S. wholesale price index declined 0.2 percent in October, establishing the first string of three consecutive monthly declines since 1967 and allaying fears about an imminent resurgence of inflation. Most analysts had expected the latest index to increase by around 0.3 percent.

A continued, albeit modest, decline in the money supply reported late Thursday was another positive development seen giving the Federal Reserve all the room it needed to ease its credit policy. The Fed itself, after the market closed Friday, released the minutes of its Oct. 2 Federal Open Market Committee meeting showing that governors had voted 9-10-3 in favor of maintaining a "lesser degree of restraint."

And finally, there was Henry Kaufman's comment that the early week rise in short-term rates was due to technical problems and that a cut in the Fed's discount rate may be impending. The Salomon Brothers economist said that "fundamental considerations do suggest a further easing in money market conditions, including a reduction in the discount rate" which would permit the cost of overnight money to drop to the range of 9 percent to 9 1/2 percent and bring all other interest rates down.

As a result of all this, the overnight cost of money, which ended Thursday at 9 1/2 percent, shed a hefty half a point to close Friday at 9 percent.

Reflecting last week's uncertainty about the direction of interest rates, floating rate notes occupied top place in the new-issue calendar with eight issues totaling \$2 billion announced. In addition, the first floating-rate certificate of deposit denominated in European currency units was launched by Banco di Napoli International (not guaranteed by the parent bank) and San Paolo-Lariano Bank (guaranteed by parent Istituto Bancario San Paolo di Torino). Both issues were increased in response to demand, Napoli by 5 million to 30 million ECU and San Paolo by 20 million to 45 million ECU. And in the Eurosterling market, Ireland sold £100 million of FRNs.

Innovation, what market participants call bells and whistles, is also bringing change to this sector. Chemical New York Corp., for example, offered \$300 million of 15-year notes priced at 7 1/2-point over the one-month London-interbank offered rate. The

(Continued on Page 17, Col. 1)

After U.S. Election, a Struggle for Reagan's Ear
Watching the Advisers Around the President Will Provide Policy Clues

By Peter T. Kilborn

New York Times Service

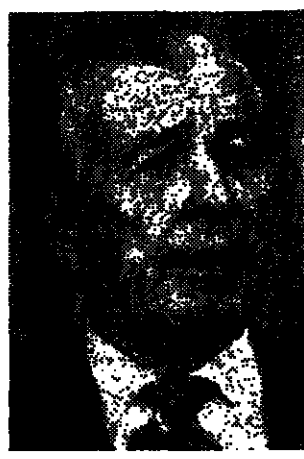
WASHINGTON — The campaign for the U.S. presidency is over and the campaign for the president's ear has begun. Ronald Reagan now faces the same contentious economic issue that sank Walter F. Mondale in the presidential race: to raise taxes or not. The debate over the wisest way to manage the huge federal deficit without tipping the economy into another recession is now raging within the White House itself — not between Democrat and Republican, but among the president's own top advisers. The president is likely to stall for a while. But sometime in the first half of 1985, Mr. Reagan will have to make a choice. What he decides will go far to determine the shape of the U.S. economy over the next four years and could ultimately determine the succession to leadership of the Republican party in the post-Reagan years.

The most likely scenario now is for Mr. Reagan to begin next year on his oft-repeated promise to simplify the tax code — an exercise that could take advantage of the president's enormous election victory to exploit the "window of opportunity" for legislation that his advisers hope Congress will open to him in 1985, as it did in 1981. Tax simplification, like the flag and apple pie, has broad appeal in Washington within both parties, with its promise of lower tax rates for all and its goal of thinning the thicket of preferences and loopholes that many find unfair or too complex.

Since the recession lifted in late 1982, the budget deficit stands as the major blemish on the economy's performance. With that exception, the re-elected president presides over a more confident, more resilient-looking economy than the United States has seen since the mid-1960s. Trends in social policy that began with Franklin D. Roosevelt and were nourished by subsequent administrations have been sharply reversed. In four years, the cycle of rising taxes, rising interest rates and rising inflation has been arrested — to the surprise of even some of the president's own economists.

The Key Players
In Deficit Debate

Donald T. Regan, left, the Treasury secretary and the leader of the supply-siders, is the man the president listens to most on economic theory. James A. Baker 3d, right, the president's chief of staff and an orthodox former banker, is the president's chief strategist.



The 1981 tax cut takes much of the credit for the economy's remarkable recovery. But the three-year, 25-percent tax rate reduction also gets much of the blame for the administration's current difficulty, the larger deficit.

"The problem is, the president hasn't articulated a strong agenda since he got his 1981 program through Congress," said Alice M. Rivlin, former director of the Congressional Budget Office and now a senior fellow at the Brookings Institution. "He increased defense, cut back on social spending and cut taxes. All of that has been accomplished and we have this huge budget deficit. I don't know how the president is going to get out of that."

There are some who think he does not have to try with anything other than spending cuts. And their view is at the heart of the policy battle that will preoccupy the offices along Pennsylvania Avenue in the months ahead.

In the first Reagan administration, there was a dispute about whether the president should even care about deficits, with so-called supply-siders in one camp and more orthodox conservatives in the other.

Now, however, the administration allows that deficits do indeed matter. They matter because of the burden of the national debt and the cost of carrying it. They matter because financial markets worry that they harbor higher inflation eventually and that leads

to unusually high current interest rates, which eventually could snuff out the recovery. Deficits also contribute to the extraordinary strength of the dollar, which foreigners buy to invest in high-interest U.S. securities — a trend that economists expect to slow, bringing down the dollar and provoking painful adjustments.

The division in the administration now is over how to deal with the annual tide of red ink — \$174 billion last year and a projected \$263 billion in 1989, according to the Congressional Budget Office. One man to watch in the evolving debate is Donald T. Regan, the Treasury secretary and the leader of the supply-siders. He has displaced David A. Stockman, director of the Office of Management and Budget, as the man the president listens to most on economic theory. Another to watch is James A. Baker 3d, the president's chief of staff, an orthodox former banker who is the president's chief strategist. He tells the president what theories might work and which will not.

The Baker camp wants the president to consider raising taxes despite Mr. Reagan's campaign pledge to try not to, asserting that there is not enough spending to cut in the budget, not even in the military program. The supply-siders say nothing could be worse than raising taxes, particularly in a slowing economy. Raising taxes merely re-establishes the big government that Mr. Reagan has vowed to shrink.

Brazil to Seek
Delay in Paying
Foreign Credits

By Alan Riding

New York Times Service

BRASILIA — Brazil will seek to postpone repayment of \$49.3 billion in foreign credits coming due over the next five years when it meets its principal creditors in New York this week, according to Brazilian officials.

They also said that Brazil would not request "fresh money" to add to its \$98-billion foreign debt and expressed the hope that the banking community would "reward" the country for its improved economic performance over the past 12 months.

"Foreign bankers are aware of the enormous effort made by Brazil," the planning secretary, Antonio Delfino Netto, said a few days ago. "They know that we're over the worst, that we have overcome the crisis without adopting any of the ridiculous things that were proposed, such as a moratorium or a suspension of payments."

The multi-year package pro-

posed by Brazil, albeit the single largest financial transaction ever, is modeled after provisional agreements drawn up recently by foreign banks to cover \$48.5 billion of Venezuelan debt. In all cases, governments will continue to make large interest payments on the principal outstanding.

But unlike Mexico and Venezuela, which have newly elected presidents, Brazil's government will change next March. Some bankers fear this could affect the coming negotiations, although the finance minister, Ernane Galves, has contended that a multi-annual agreement will be "an element of tranquility" for the next administration.

Brazil's outgoing military regime will propose that repayment of principal maturing between 1985 and 1989 be extended over a 14-year period, beginning next year. It also hopes to follow the Mexican

(Continued on Page 21, Col. 7)

Argentina to Pay Part
Of Its Overdue Interest

United Press International

NEW YORK — Argentina will make a \$75-million payment on its \$800 million of overdue interest on its public-sector debt, the bank working committee said Saturday.

The \$75-million payment, which is to be made Tuesday, followed a week of negotiations between Argentine officials and the bank committee headed by William R. Rhodes of Citibank.

Mr. Rhodes said Saturday that the meetings would continue next week "to reach agreement as soon as possible."

Argentina paid \$100 million on Sept. 28 and \$35 million on Oct. 24. These payments are barely keeping Argentina from falling deeper into debt, as arrears accumulate at about \$450 million a quarter. But Argentine officials hope to buy time to complete their negotiations with banks and they also hope

the latest payment will help overcome negative effects of a reclassification of Argentina's public sector debt to "sub-standard" by U.S. bank regulators.

The regulators also classified some of Peru's debt as sub-standard. Peru's agreement with the International Monetary Fund has collapsed and it is \$200 million behind on interest payments.

[Prime Minister Luis Perceval said Friday in Lima that Peru would propose renegotiation of interest on its \$12.7-billion foreign debt in talks with creditor banks and the International Monetary Fund in New York later this month, Reuters reported.]

[He said that a Peruvian mission that held initial contacts with the banks' advisory committee on Monday would begin formal talks with the committee and with IMF officials in the final week of this month.]

Fed Eases Grip on Money Supply

By Jonathan Fuerbringer

New York Times Service

WASHINGTON — The Federal Reserve says that while it "eased appreciably" its grip on the U.S. money supply in September, a majority of its policy makers declined to ease even further in October.

The September relaxation and its 9-10-3 ratification at the policy-

seven other regional bank presidents also attend the meetings but cannot vote.

Interest Rates Drop
Robert A. Bennett of the New York Times reported.

In response to Friday's release of the committee's minutes, interest rates declined and the question being asked in the credit markets was not whether rates would keep dropping, but how quickly and to what extent.

U.S. CREDIT MARKETS

makers' Oct. 2 meeting appeared to have contributed to the decline in short-term interest rates before last week's presidential election.

In a reflection of the easing, the 12-member Federal Open Market Committee set an annual growth rate of 6 percent from October through December for the basic money supply, or M-1, which includes currency in circulation and checking accounts. This was a full percentage point above the "5 percent or slightly less" set in the Aug. 21 meeting. The committee also decided that the Fed "should be prepared to respond a little more promptly in an easing than in a tightening direction."

A summary released Friday of the committee's Oct. 2 meeting showed that three members — two of them Reagan appointees — dissented because they wanted the Fed to ease slightly more.

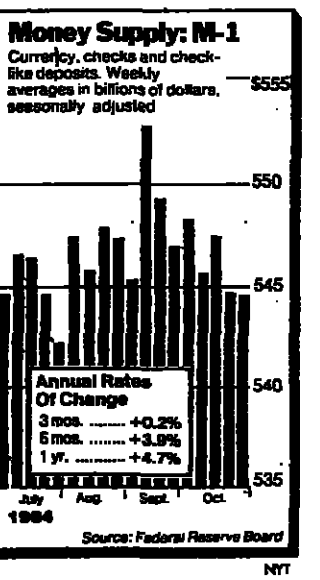
The committee, the Federal Reserve's senior policymaking body, consists of the seven members of the board of governors and the presidents of five of the twelve regional Federal Reserve Banks. The

Bond prices rose Friday. The government's bellwether 30-year bond, due in August 1984, rose 26-32 point during the day, to close at 107.09. And market participants debated whether the Federal Reserve System would cut its discount rate.

From the opening, the tone of the markets was positive, set by the report that the Producer Price Index fell 0.2 percent in October, the third consecutive monthly decline. This tone was bolstered as the day wore on by a relatively low federal funds rate and a prediction by Henry Kaufman, the Salomon Brothers economist, that the Fed would cut its discount rate.

Short-term yields also declined somewhat, with rates on the three-month Treasury bill down four basis points, or hundredths of a percentage point, to 8.66 percent. Rates on six-month bills dropped 10 basis points, to 8.95 percent, and on one-year bills they declined nine basis points, to 9.11 percent.

Meanwhile, a debate continued over whether the Fed would lower its discount rate from the present



level of 9 percent. The discount rate is the interest rate that the Fed charges on its loans to banks. Because the Fed discourages banks from such borrowings and encourages them to raise funds in the financial markets, even if rates there are higher, the discount rate is more important for its symbolism than its real effect on the markets. Thus, the debate centers on what signal the Fed wants to give the markets.

Mr. Kaufman and Alan C. Lerner, senior vice president and money market economist of the Bankers Trust Co., were among those who argued that the discount rate would be dropped. "We expect the Fed to underscore its magnanimity by lowering the discount rate to 8 1/2 percent," Mr. Lerner said.

He added that the Fed had pumped enough money into the economy to cause a 200-basis-point drop in the rate on federal funds — overnight money that banks trade among themselves — in the last two months and, citing the declines in the Producer Price Index and the recent low growth rate of the money supply, predicted that this generosity would continue.

On the other hand, Michael J. Held, an economist at Smith Barney, Harris Upham & Co., said he thought "talk of a discount rate cut is premature." Before the Fed reduces the discount rate, he said, the Fed funds rate should be at the discount rate or below it. Instead, the funds rate has been trading at 9 1/2 percent to 9 3/4 percent.

U.S. Consumer Rates

For Week Ended Nov. 9

Postbook Savings 5.50 %

Tax-Exempt Bonds 10.17 %

Money Market Funds 9.79 %

Bank Money Market Accounts 9.48 %

Home Mortgages 14.91 %

AT&T Plans
2 Telephone
Computers

By Andrew Pollack

New York Times Service

NEW YORK — American Telephone & Telegraph Co. is planning to introduce two products that will combine personal computers and telephones in a thrust into the office automation market.

One product, the 7300, will be a powerful computer that will compete with International Business Machines Corp.'s latest model, the PC-AT.

AT&T also is planning to introduce a less expensive machine combining computers and telephones, to be aimed at executives who are not heavy users of personal computers.

The machine would have a touch-sensitive screen with an optional keyboard. It would be intended for executives who want to do basic calculations and keep their phone list on the computer. When the executive points at a name on the screen, the computer would dial the number automatically.

Both machines are being made for AT&T by Convergent Technologies Inc. of Santa Clara, California, and are expected to be introduced early next year. Details of the 7300, which analysts consider the more important machine, came to light in a filing that AT&T was required to make with the Federal Communications Commission because the computers might connect with the phone system.

According to the filings, the computer would have a built-in modem, a device that converts digital computer signals into the analog waves that can be carried by the phone lines. The modem will transmit at 1200 baud, or about 120 letters per second.

The price is expected to range from \$4,000 to \$7,000 depending on the configuration, according to analysts.

Profit Margin Appeal
In Washington, AT&T Communications has asked the Federal Communications Commission to either stop regulating its profit margin or raise it, saying competition has made its earnings "highly volatile." United Press International reported.

In the 74-page appeal filed Friday, AT&T's long-distance subsidiary said continued regulation of its rate of return is "anachronistic and inappropriate" in light of post-divestiture battling for a bigger piece of the \$50 billion annual long-distance phone business in the United States.

The comments were in response to a broad-ranging inquiry the FCC began earlier this year into the regulation of profits from interstate phone traffic.

Currency Rates

Leite interbank rates on Nov. 9, excluding fees.
Official fixings for Amsterdam, Brussels, Milan, Paris. New York rates at 4 P.M. EDT.

	\$	DM	FF	£	Yen
Amsterdam	2.36	112.81	36.25	1.79	137.25
Brussels (3)	2.36	112.81	36.25	1.79	137.25
Frankfurt	2.36	112.81	36.25	1.79	137.25
London (3)	2.36	112.81	36.25	1.79	137.25
Milan	1.94	107.09	32.25	1.79	137.25
New York (3)	1.00	1.00	1.00	1.00	1.00
Paris	2.36	112.81	36.25	1.79	137.25
Tokyo	2.36	112.81	36.25	1.79	137.25
Zurich	2.36	112.81	36.25	1.79	137.25

	Per	DM	FF	£	Yen
1 ECU	0.75	1.00	1.00	1.00	1.00
1 SDR	1.94	107.09	32.25	1.79	137.25

1 Swiss Franc 1.94
1 Australian Dollar 1.94
1 Canadian Dollar 1.94
1 Danish Krone 1.94
1 French Franc 1.94
1 German Mark 1.94
1 Hong Kong Dollar 1.94
1 Italian Lira 1.94
1 Japanese Yen 1.94
1 New Zealand Dollar 1.94
1 Norwegian Krone 1.94
1 Spanish Peseta 1.94
1 Swedish Krona 1.94
1 Swiss Franc 1.94
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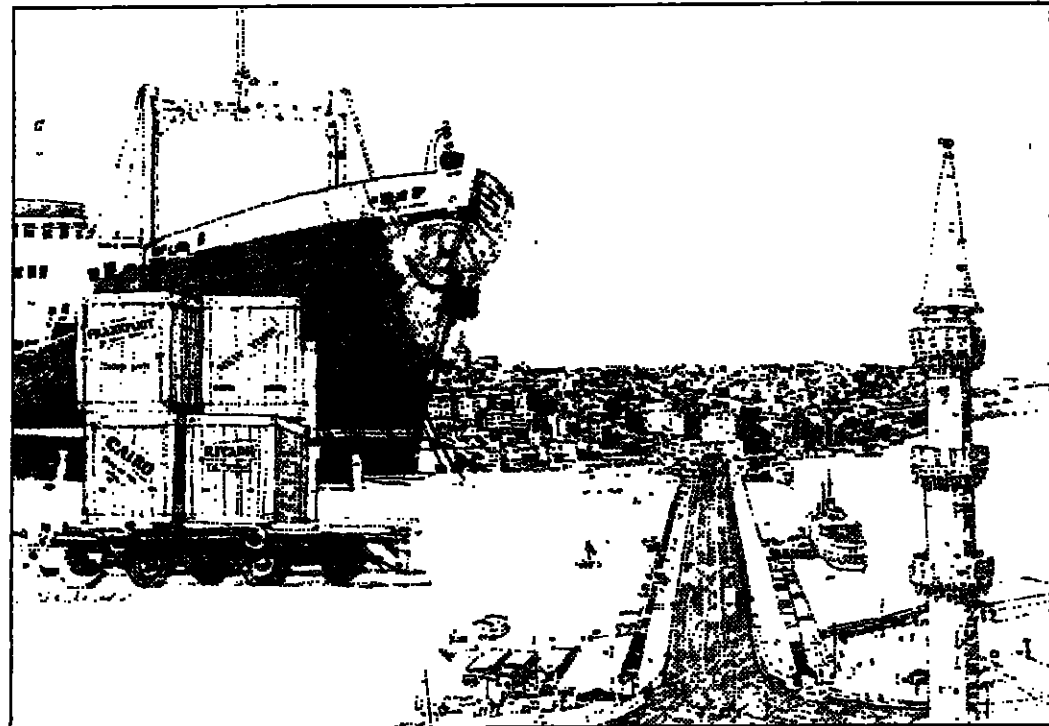
New Eurobond Issues

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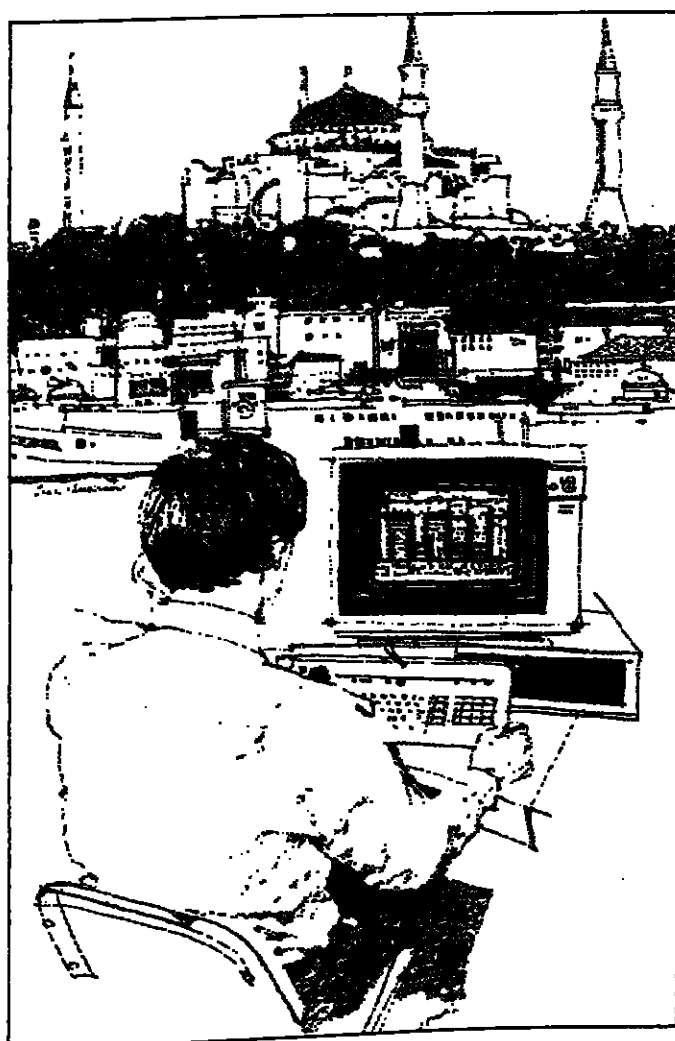
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